

The Daily Telegraph

No. 36203. LONDON, TUESDAY, OCTOBER 5, 1971.

Published daily except Sundays, December 25 and 26, and Good Friday. Entered as second class...

FANTASTIC FANTASTIC FANTASTIC... THE FANTASTIC "DRINAMATIC" The Automatic Filter with no moving parts by AEROSTYLE

NICHOLSON THE SHEPHERD... take it... THE PIPE

ABOUT VOTE -1 AGAINST IX TERMS

Jenkins to seek free choice

J. B. BOYNE, Political Correspondent, in Brighton... a predictably immense majority of almost five to one the Labour party conference yesterday endorsed its national executive's recommendation to oppose Britain's entry into Common Market on the terms negotiated by Government.

CONFERENCE PASSIONS INTACT

ANDREW ALEXANDER... DESPITE assurances from the rostrum that its Common Market debate was of unprecedented importance, the Labour conference yesterday declined to look or feel excited [Report—P10]. Perhaps the debate was too long, perhaps the victory of the anti-Marketisers too inevitable, perhaps the atmosphere in the hall was simply too stuffy.

NOVICES MARKED OUT

on the agendas (not just one, of course) resolutions are checked by committee, amended, referred back, pushed forward and finally extruded in a series of "composites" (pronounced for obscure reasons to rhyme with "kites") that done, and the novices being marked out by their fumbling with order papers—older hands continued on Back P., Col. 4

NEW ZEALAND BUTTER UP PENNY A POUND

By Our City Staff... Most of the cheap brands of butter will go up by 1p a pound shops next week because the new Zealand Dairy Board has raised its price for butter by 20p a ton. Even with the increase, butter will be cheaper than butter from other countries, a Tesco spokesman said.



FOREIGN MONEY FLOWS IN

By CLIFFORD GERMAN, Financial Correspondent... MORE foreign money apparently was moved into London last month in spite of the ban on interest payments on foreign-owned deposits increased after Aug. 30.

Deliberate policy

The exact amount of foreign money which came in last month was deliberately obscured by the Treasury, which omitted all reference to debt repayments and operations on the forward foreign currency market.

Evenly divided

Mr Jenkins will have an opportunity to argue in favour of this at a meeting of the Shadow Cabinet tomorrow week. The Shadow Cabinet is believed to be fairly evenly divided.

Slender hopes

This body, of which the Shadow Cabinet is the executive committee, will meet at the House of Commons on Tuesday morning, Oct. 19, two days before the beginning of the Common Market debate.

CONSLU EXPELLED

Senora Thejma Fris de Rodriguez, 56, the Dominican Republic consul accused of arranging her own £416,000 kidnapping, was expelled from Venezuela yesterday together with her adopted son, the vice-consul. Both have been dismissed from their posts.—Reuter.

POPE HAS COLD

By Our Rome Correspondent... The Pope did not attend the Synod of Bishops in Rome yesterday because of a slight cold, Vatican officials said. He also cancelled all private audiences.

BOND WINNERS

Winners of the £500 and £250 prizes in the October Premium Savings Bonds draw are on P8.

INDEX TO OTHER PAGES

Table with 2 columns: Page and Content. Home News (2, 3, 6, 8, 10, 11 and 17), Foreign News (4), Arts Notices (12), Births, Marriages & Deaths (23), City News (19, 20, 21 and 25), City Prices (19), Classified Advt Index (14).

Sir Alec set to face Smith next month

By IAN COLVIN... SIR ALEC DOUGLAS-HOME, Foreign Secretary, has made up his mind that he should visit Rhodesia early in November to make a final attempt to reach a settlement with Mr Ian Smith.

ROLLS-ROYCE WINDING UP PROTESTS

By Our Business Correspondent... MOVES to postpone the liquidation of Rolls-Royce Ltd., the nationalised parts of the aero-engine group that crashed seven months ago, were defeated after a heated and rowdy 21-hour meeting of shareholders called to wind up the company in London yesterday.

BLACK LEADERS PLAN TO VISIT SOUTH AFRICA

By Our Diplomatic Staff... A delegation of Black African countries is to go to Pretoria for talks with South African Government leaders, President Houphouët-Boigny of Ivory Coast said yesterday.

GIRL HID BOMB UNDER WIG

By Our Staff Correspondent in Beirut... Guards yesterday foiled an Algerian girl and a Jordanian man who tried to skyjack a Royal Jordanian Airlines Caravelle on a flight from Beirut to Amman.

STRIKE ON METRO

By Our Paris Staff... Union leaders have called 2,000 Paris underground motorists out on strike today in a dispute over pay differentials. Ninety army lorries will help carry commuters, but traffic chaos is expected.

LATE NEWS

- Classified Advertisements 01-583 2939
SCOTTISH LGE COP... Semi-final: Partick Thistle 2, Falkirk 0. (at Hampden Pk.) Other Soccer—P30.
WALL STREET... Dow Jones industrial average closed at 895.65, up 1.55.
ULSTER... (See This Page and P32) Politician shot in back named as P6 Eric Aiken, 26, married with three children.
PORTS CLOSED... (See This Page) President Nixon took emergency powers to end strike. Board set up in Jersey areas where dockers and seamen were to be used.
SIR JOHN SLESSOR TO REMARRY... The engagement of Marshal of the Royal Air Force Sir John Slessor, 74, who was Chief of the Air Staff from 1950-52 to Mrs. Marcelle Priest, widow of Brig. E. W. Priest, of the Royal Artillery, is announced today on page 14. Sir John's first wife, Hermione, died in September last year.

4 CHILDREN KILLED

Daily Telegraph Reporter... FOUR Jamaican children, aged four to 15, died when a fire broke out and trapped them in their home last night.

WATER CUTS IN BELFAST

Water supplies will be turned off or severely restricted for 12 hours a day in Belfast from Thursday.

PORTS REMAIN CLOSED IN U.S.

By Our New York Staff... America's major ports on both coasts remained closed yesterday despite Government intervention in negotiations with unions representing 60,000 dockers. The strike of 15,000 dockers on the west coast became the longest in American history yesterday when it entered its 98th day.

OFFICERS SACKED IN PERON ROW

Five senior Argentine navy officers have been relieved of their posts in Buenos Aires for condemning the military government's "brutality" with Juan Peron, the so-called former dictator. Two, both vice-admirals, were dismissed the service.

SOCCER

SCOTTISH LGE COP... Semi-final: Partick Thistle 2, Falkirk 0. (at Hampden Pk.) Other Soccer—P30.

WALL STREET

Dow Jones industrial average closed at 895.65, up 1.55.

ULSTER

(See This Page and P32) Politician shot in back named as P6 Eric Aiken, 26, married with three children.

PORTS CLOSED

(See This Page) President Nixon took emergency powers to end strike. Board set up in Jersey areas where dockers and seamen were to be used.

Soldier killed as bomb blasts Army post

By TONY CONYERS and COLIN BRADY... A SCOTS Guardsman was killed, and five others injured, when a time-bomb containing about 100lb of gelignite wrecked an Army observation post in west Belfast yesterday.

The post—a disused three-floor house—is in the devastated no-man's-land separating the Protestant Shankill Road and the Catholic Falls Road, a notorious battleground of the past. It is believed the bomb was planted in an empty shop backing on to the post.

EMPEROR HAS TO REST

By Our Paris Staff... THERE was some anxiety in French Government circles yesterday when Emperor Hirohito of Japan, who is 70, announced at the Chateau de Versailles that he was too exhausted to be shown over the historic buildings.

GIRL STILL "CRITICAL"

Glynis Jefferson, 5, who was wounded in the back when a soldier opened fire on suspected IRA bombthrowers in London yesterday night, was still critically ill in hospital last night.

WATCH FOR FATIGUE

Alternative arrangements... Organisers of the four-day State visit to London will be careful to prevent the visitor suffering from fatigue. Alternative arrangements have been made in case the Emperor and Empress, who arrive at Gatwick airport this morning, find their timetable too tiring.

WATER CUTS IN BELFAST

Water supplies will be turned off or severely restricted for 12 hours a day in Belfast from Thursday. The reasons for the restrictions are a rapidly increasing consumption of water and the driest two-year period in the past 20 years.

OLD AGE CAN'T BE HELPED. THE LONELINESS AND MISERY CAN.

1,500,000 of Britain's old people live alone. Many live in worse distress than this couple. We are fighting this problem by building self-contained flats where old people can live active and independent lives.

To date we have a programme of rehousing worth £10,000,000. But much more is needed. We can turn every £1 that you give into £25 through official grants and loans.

Help the aged... Support Help the Aged Week. October 2nd to October 9th. Give generously also to the House to Home Collection. Supporters include Lord Linkö, Dr Horace King, Dame Sybil Thomdale, Derek Nimmo, Lady Barnett, Richard Baker.



# CRICKET CHIEF MUGGLED OUT OF HOTEL

**DAILY TELEGRAPH REPORTER**  
**R. S. C. (BILLY) GRIFFITH**, M.C.C. secretary, described at Bow Street yesterday how he was smuggled out of the Guildford Hotel, London, which was besieged by anti-apartheid demonstrators.

## FREE LOVES OMAN MAY KEEP SON

FREE love affairs by a young mother, divorced from her husband, should not prevent her having custody of her six-year-old son, three real court judges decided yesterday.

## Happy child

giving custody to the father. County Court judge had stated that Andy was happy, healthy and well-cared for by his mother, and that he was loved by both parents.

## "Bitter regret"

After referring to a letter from the mother expressing her "bitter regret" for her past conduct, Lord Justice Davies said: "If that indicates some danger of instability will be so great."

## AN ACCUSED OF SOHO MURDER

George Leonard Haynes, 18, plumber's mate, of Naisbit, Pembroke Street, Islington, was charged at Vine Street court yesterday with the murder of Michael Porter, 23, in a club in Newport Street, Soho, eight days ago.

## TYRE FIRM TO PAY £21,000 CRASH DAMAGES

A girl of six was awarded £21,000 agreed damages in the High Court yesterday for head injuries suffered in a road crash when a baby.

## PERGAMON WILL PAY DAMAGES

Pergamon Press agreed in the High Court yesterday to judgment being entered against them in an action for breach of contract brought by the Institute of Supervisory Management.

## AN ACCUSED OF SOHO MURDER

George Leonard Haynes, 18, plumber's mate, of Naisbit, Pembroke Street, Islington, was charged at Vine Street court yesterday with the murder of Michael Porter, 23, in a club in Newport Street, Soho, eight days ago.



Nicolette Milnes Walker (left), who sailed the Atlantic single-handed, and Sheila Scott, the round-the-world solo pilot, attending the Women of the Year Lunch at the Savoy Hotel yesterday. The lunch was in aid of the Greater London Fund for the Blind and a record sum of £5,000 was raised.

## £1.7m 'charity ransom' demand for Vermeer

**By SERGE NABOKOFF in Brussels**  
A RANSOM of £1,700,000 has been demanded for the return of the Vermeer painting, "The Love Letter," stolen from a Brussels exhibition hall 10 days ago while on show with 17th century Dutch masters.

The money is to be given to refugee relief work in Bengal, the Brussels newspaper *Le Soir* reported yesterday.

A reporter, on the staff of the newspaper went to a secret rendezvous after a telephone call to the newspaper's office from a man who wished to be known only under the assumed name of "Thyl" of Limburg.

Three conditions But the self-styled Thyl, described by the reporter as "tall, slim and elegantly dressed" told him he did not want the ransom money for himself. He set out three conditions under which he would return the painting.

The ransom be paid to Caritas Catholica, a charity organisation. The Ryke Museum in Amsterdam, which owns the painting, must organise and finance a campaign to fight famine in the world.

A similar campaign must be launched by the Brussels Palace of Fine Arts from which the work was stolen. The painting is insured with British companies for £1,300,000.

Ruysdael stolen A landscape by Ruysdael, the 17th-century Dutch painter, valued at £14,000 was stolen from the Municipal Museum in Alkmaar, Holland, last week, police said yesterday. It was among works of art worth about £23,000 which disappeared from the museum at the weekend.

## THREE MONTHS' DETENTION FOR SOCCER FAN

James McAuliffe, 18, was sent to a detention centre for three months, at Leicester yesterday for threatening behaviour after Saturday's match between Leicester and Crystal Palace. They fined Courtney Thompson, 18, of Kidderminster Road, West Croydon, the maximum £100 for a similar offence.

McAuliffe, of Glenfield Road, Leicester, was fined £100 last December for carrying an offensive weapon at a match. David Bewley, 18, apprentice electrical engineer, of Chatham Street, Stoke-on-Trent, was fined £70 and Edward William Taylor, 19, hotel porter, of Monument Lane, Tittensor, £50, at Walsall yesterday for threatening or insulting conduct at the Walsall versus Port Vale match on Saturday.

## SOCIAL SERVICE FRAUDS SLIGHT, SAYS MP

By Our Social Services Correspondent  
A Labour M.P. accused the Government yesterday of paying too much attention to "minimal" social security frauds while turning a blind eye to huge income tax frauds and evasion.

Mr Michael Meacher, M.P. for Oldham West, in evidence to the Fisher Committee, which is looking into social security frauds, says it is a pity the committee cannot extend the scope of its investigations.

The most thorough survey undertaken by the National Assistance Board—now the Supplementary Benefits Commission—showed that of 52,000 unemployed for over two years and drawing national assistance only seven per cent. were considered "workshy."

## VANDAL CLOSES WORKS

Daily Telegraph Reporter  
A FACTORY was forced to shut yesterday after an intruder had systematically wrecked machinery, causing damage estimated at more than £50,000.

The man broke a window in the building of the Universal Tape Printing Co., Saffron Walden, Essex, and walked through offices to the factory floor.

Armed with a hammer and crowbar taken from a cupboard he methodically smashed the electronic control panels of five printing presses and threw sand into a hydraulic system.

Office ransacked  
Detectives believe he was in the building an hour. He also smashed the windscreen and headlights of a van, ransacked an office and interfered with vending machines in the canteen.

About 100 of the 130 workers in the factory where cellophane wrappers are printed for food manufacturers were sent home.

Mr Sidney Bailey, managing director, said most of his staff would return today to help clearing up, but it would take up to 10 days for production to get back to normal. Fitters would have to come from Italy and Germany to repair electronic equipment.

"The intruder obviously knew the layout of the factory as the most vital parts of the machinery were attacked," he added.

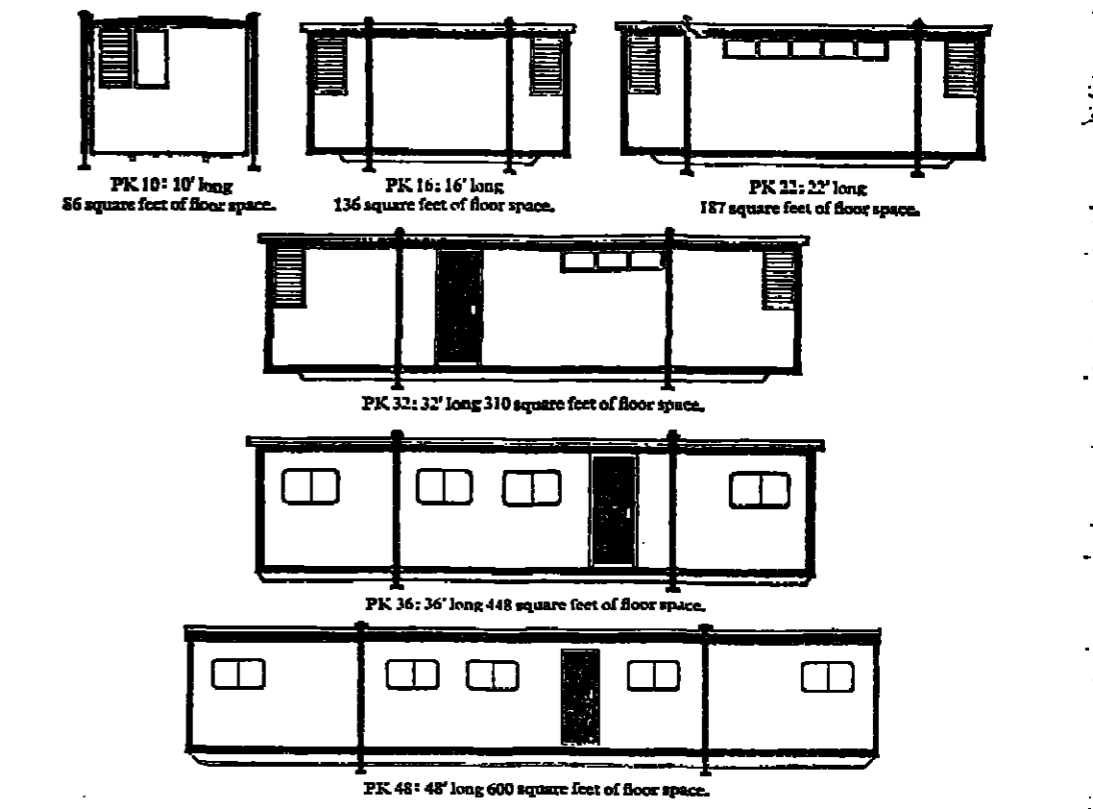
## 'PAPER' COFFINS OPPOSED

Paper manufacturers seeking new markets had suggested cardboard coffins, but funeral managers felt this would lower standards, Mr William Hawkins, president of the Co-Operative Funeral Service Managers Association, said at Torquay yesterday, at the association's annual conference. He added: "We must do everything to protect and maintain standards of dignity and respect."

## OSPREYS SEEN

Two ospreys have been seen by ornithologists in the Chichester and Pagham areas of Sussex, hunting for fish in the harbours.

## When you've got to grow, grow your own way.



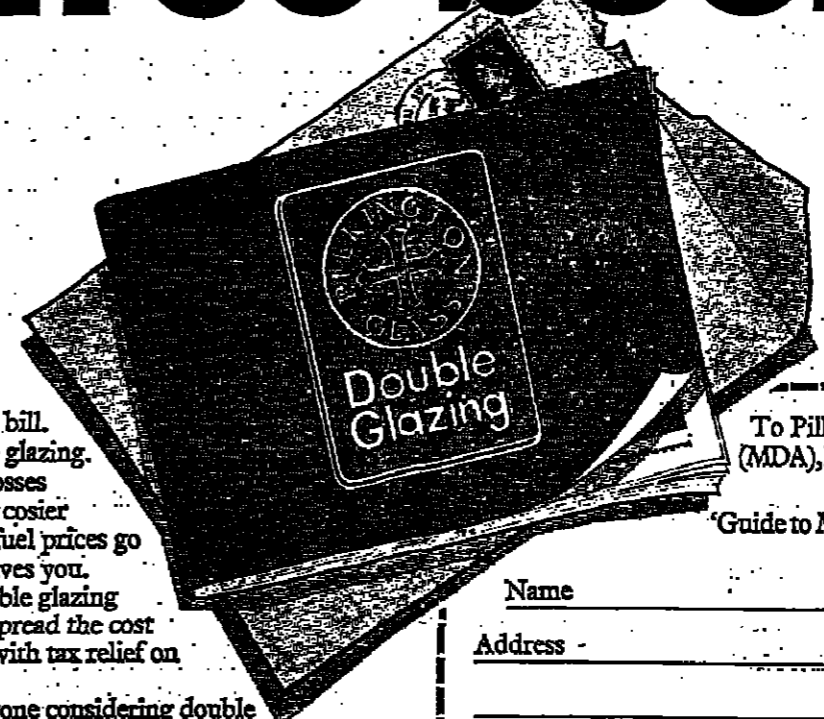
A Portakabin is an accommodation unit that arrives complete, ready for use. We can tailor it precisely to your individual needs. And one man, usually our driver, will position it in a matter of minutes. So almost as soon as it arrives, you can move in. There are six Portakabins up to 600 square feet. They'll give you all the room you need.



And you can add more room as you grow. They cost from as little as £310. Or you can hire for as long as you like. So whenever you need extra room, use Portakabins. And have it all your own way. Find out more from Penny Richards at 0904 (York) 59381. Or write to Portakabin Ltd, Room T30, Huntington, York YO3 9PT. Tel: 57849. Portakabin is a registered trade mark. Brit. Pat. 952,599.

Portakabin gives you room to grow.

# For people who are finding it hard to meet the central heating bills: a free book.



To Pilkington Double Glazing (MDA), P.O. Box 8, Nottingham. Please send me 'Guide to Modern Double Glazing'

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Pilkington lead the world in glassmaking



The Directors of Garrard join with the Directors of Vacheron & Constantin of Geneva and invite you to  
**'The March of Time'**  
an Exhibition  
at the Garrard showroom illustrating the arts of the watchmaker and the modelmaker. Outstanding timepieces, representing over 200 years of watchmaking, and historic military models have been assembled from private and regimental collections at home and abroad.

From the past: a model of 'Zamzama' the mighty gun, which features in the opening chapter of Kipling's 'Kim'.  
Emphatically for the future: the 1972 collection of high fashion watches from Vacheron & Constantin, the world's oldest watch manufacturers, founded 1755; and other international houses.  
The Exhibition will be open from October 5th until October 26th. Weekdays 9.30am-5.30pm, Saturday 9.30am-12.30pm.  
**GARRARD**  
The Crown Jewellers  
112 Regent Street London W1A 2JJ Tel: 01-734 7020

# CASE FOR U.S. SUEZ PEACE PLAN 'OVERWHELMING'

By RICHARD BEESTON in New York  
MR WILLIAM ROGERS, American Secretary of State, yesterday called on Egyptian and Israeli leaders to accept "the overwhelming logic" of an interim Middle East peace agreement.

He told the United Nations General Assembly it would restore the Suez Canal as an international waterway, re-establish Egypt's authority over Suez, produce the first Israeli withdrawal from occupied territory, extend the cease-fire and reduce the risk of Big Power involvement in the Middle East.

**WORLD NEWS BACKGROUND**  
On Page 13  
**EUROPEAN NOTEBOOK**  
—By WALTER PARK  
**Cabara-Basson threat**  
—By BRUCE LONDON  
**Left-Right in Austria**  
—By ANNELEISE SCHULZ

American officials admit the first major obstacle is Israel's opposition to America's proposals to link an interim plan directly to a final settlement, envisaging an overall Israeli withdrawal from occupied territory within a limited cease-fire period.

Mr Rogers was due to meet Mr Abba Eban, the Israeli Foreign Minister, later in the day in an attempt to persuade Israel to drop its demands that the cease-fire should be of an indefinite period—demands that have raised fears in Egypt of a permanent Israeli occupation of most of the Sinai.

**Formosa plea**  
In a major speech to the General Assembly, he also put up a vigorous defence of America's "two China" policy and appealed to the United Nations not to expel Formosa.

He said the action would be unprecedented and have the effect of expelling 14 million people, a population greater than that of two-thirds of United Nations members.

"The path of expulsion would be perilous. To open it for one would be to open it for many," he said.

Mr Rogers attacked the Albanian proposal calling for the seating of Peking and the expulsion of Formosa, which is now showing signs of gaining ground among General Assembly members, as "punitive in substance and intent."

America, however, wanted to see Peking become a permanent member of the Security Council.

Mr Rogers said the reason President Nixon had altered his policy on Peking was in order to respond to "present realities" and that America would "not risk the future for the sake of the past."



## HIROHITO 41-GUN SALUTE

Daily Telegraph Reporter  
THE Queen's Guard at Buckingham Palace will be mounted at 9.30 instead of 11.30 this morning—without music. All Household Brigade bands will be needed later in the day to welcome Emperor Hirohito of Japan.

A spokesman for H.Q. London District, said a band playing for the guard mounting would not have time to get cleaned up and back in position for the arrival of the Japanese Royal couple.

There will be heavy disruption of traffic in Westminster and Victoria between 11.45 a.m. and 2 p.m. today.

Emperor Hirohito and Empress Nagako will be greeted by the Queen and Prince Philip at Victoria Station when the special train arrives from Gatwick at 12.30 p.m. A Royal salute of 41 guns will be fired.

At 12.40 the carriage procession will leave Victoria for Buckingham Palace, by way of Hudson's Place, Wilton Road, Victoria Street, Parliament Square, Parliament Street, Whitehall, Admiralty Arch and the Mall.

Peterborough—P16

Emperor Hirohito and Empress Nagako during their visit to the Duke and Duchess of Windsor at their Paris home, where they stayed to tea yesterday. The Emperor and the Duke have met twice before —when the Duke was Prince of Wales.

## Nato tests Moscow on lop-sided troop cuts

By VINCENT RYDER, Diplomatic Correspondent  
ALLIED tactics in negotiating East-West troop cuts in Europe will be debated by Nato Deputy Foreign Ministers in Brussels today. They are expected to propose a series of meetings between Nato and Warsaw Pact diplomats.

Signor Manlio Brosio, former Secretary-General of Nato, will be appointed special emissary to Moscow and East European capitals. His job will be to learn whether the Warsaw Pact is ready to negotiate reductions in all their forces, not just a pull-back of Russians based in Eastern Europe.

He will ask if Russia will agree to a bigger cut by the Warsaw Pact than by Nato, to make allowance for its greater strength and the speed with which Russian troops would be sent back into Europe in a crisis compared with the time necessary for American forces to return.

Signor Brosio will also try to learn whether Russia is prepared to negotiate reductions in its nuclear weapons based in Eastern Europe. He will report to allied Foreign Ministers in Brussels in December.

## OLD PARKING METERS TIME SALESMEN

By Our New York Staff  
OLD parking meters are being put to new use—by businessmen and parents.

Neiman-Marcus, the Texas department store, is offering a floor-stand model for £31.25 and a table model for £21.25.

Reconditioned and painted in gay colours, some are being used by company officials to let visiting salesmen know when their time is up.

Parents are installing them in children's rooms to warn them when they have used up their allotment of time on the family telephone, and others are being used as piggy banks.

## STUDENT "POT" LUCK £200 pay for drug-taking

THE University of California's Neuropsychiatric Institute in Los Angeles is to pay undergraduates to smoke marijuana as part of a research project, financed by a £104,000 grant from the National Institute of Health, into the drug's long-term effects.

The 120 volunteers, who must be men over the age of 21 with previous experience of marijuana, will be paid from £20 to £208 for up to 30 days of supervised smoking of the drug, which will be supplied by the federal government.

## FEEELING FOR MONEY Woman is top dowser

A WOMAN found a bag of 50 half-dollar coins by "feeling through my fingertips," at the annual contest of the American Society of Dowzers, at Danville, Vermont, yesterday.

Several hundred other contestants, using divining rods and other implements, failed to beat Mrs Nancy Pulsifer, of Mera Point, Maine, to the coins, hidden near the town hall. The coins, worth about £10, were the prize.

## ADMIRAL, 105, DIES "Brainwave" saved flagship

ADMIRAL Richard Jackson, who has died in San Diego, California, aged 105, obtained his commission by his unorthodox saving of the American flagships in a hurricane which hit Samoa.

He ordered members of the crew to take off their packets and line up along the deck holding them up to the wind. This gave the ship just enough way to avoid being driven onto rocks—a fate suffered by several other American and German warships.

## "YIPPIE" RECANTS Political reform backed

ABBIE HOFFMAN, the "Yippie" leader and one of the defendants in the "Chicago Seven" conspiracy trial, told a student audience at Madison, New Jersey, that he was cutting his hair and urging his youthful followers to take part in the American political system.

"I think it's a super idea to register and vote," he said. "Perhaps it is possible to have a Socialist revolution peacefully through electoral change. Revolution is more than listening to rock music, getting stoned and putting posters on walls."

## Disaster to sign pacts with East, Brandt told

By DAVID SHEARS at Saarbrücken  
DR KIESINGER, former West German Chancellor, said yesterday that it would be disastrous for Herr Brandt's successor to ratify treaties with Russia and Poland on the basis of his tiny majority of six in the Bundestag.

He told the Christian Democratic Party Congress in Saarbrücken: "We want peace and understanding even if it means sacrifices."

"But one must not overstep the bounds of what the people can be asked to accept."

"We cannot renounce our duty to think and act for our compatriots in the other part of Germany (East Germany) until the day comes when they can speak for themselves."

## Thieu claims po victory with 91 per cent. of vo

By IAN FARD in Saigon  
SOUTH VIETNAM'S election centre in last night reported a surprising 91 per cent of the votes cast in last Sunday's dental poll had been in support of Ph. Nguyen Van Thieu.

## ARMY CH 'VANISHI IN PEKI

By CLARE HOLLING in Hongkong  
GENERAL HUANG SHENG, Chief of the Chinese Liberation Army, had mysteriously disappeared in Hongkong in public for a month.

It is possible that he has been purged but there is trouble in it which could, in some account for the odd in Communist China in past three weeks.

Twelve days ago he was put on the alert and he left were ordered to their units.

Gen. Huang who attended functions in En-lai, the Chinese Premier, has been great surprised although it would be reasonable for him to talk with visiting leader Palestine Liberation A.

He was also absent Chinese economic mis for Hanoi on Sept. 24, has been great surprised did not appear in Peking's parks on the national day, nor mentioned over radio or TV.

Too much po  
There is no doubt has been criticised in which too much political influence, and words of one highly experienced in Hongkong have made an ideal point to the radicals.

But "patience and the ideal moment to attempt to the top of it overnight in November not a bad timing for survival," the observer in Hongkong yesterday reports that three were killed in a natural village only a mile from the frontiers.

Hundreds of student Canton, who have been in work on agricultural schemes, were said to have shouting insults at the workers who responded by throwing stones.

A unit of the People's Liberation Army restored order.

**CEDAR WOOD FOAM SHAVE**  
GIGANTIC SIZE  
Nearly twice as big as most—only 44¢  
Thick wet foam  
With famous Cedar Wood fragrance. E. Christopher Collins

It's easier to STOP SMOKING with TEST SIXTY

You have the will to stop cigarette smoking—we have the way to help you do it. The combination should not fail. Test Sixty is the new concept in its effect on clearing the lungs. Smoke cigarette after cigarette immediately you start a pack with Test Sixty, smoking becomes a thing of the past. It's true. By taking the Test Sixty tablets and lozenges you are able to overcome the desire for and break the habit down very quickly. Today's the day to start your first 4-day course of Test Sixty. It's proving to be the answer for so many.

# People give us their dearest love. We return it. With interest.

## 9 1/2% p.a.

The CEDAR Income Plan offers you 9 1/2% p.a. on a fixed 2-year term. We pay interest monthly. By cheque. Without deduction of income tax. If, for example, you deposit £1,000 with the CEDAR Income Plan you receive, in interest alone, £95 per year, or nearly £8 per month.

Your capital remains intact, for re-investment if you so wish.

You may withdraw up to £100 at any time in one year at 7 days' notice. This applies to each single deposit made in excess of £300. In all such cases a minimum of £200 must be maintained against each separate deposit made.

Now consider the other attractions of CEDAR:  
\* No charges on accounts in credit.  
\* No charges for Standing Orders.  
\* On Current accounts maintained in credit—3% p.a. interest.

\* On Deposit accounts we pay from 1%—7 1/2% p.a. interest above Base Rate which, at this time, means:  
6% p.a. interest on 7-day-call deposits up to £10,000.  
7% p.a. interest on 7-day-call deposits of £10,000 and over.  
7 1/2% p.a. interest on 90-day-call deposits.

\* Free postal service for making deposits.  
\* Cheques cashed, by arrangement, at any bank in the country.

And, with all these, CEDAR offer a warm, friendly relationship that's all too rare these days.

CEDAR is backed by substantial institutions in this country.

Over 40,000 customers are wedded to our winning ways. The number increases daily. Wherever you live, you can be a CEDAR customer. Write for details of the CEDAR Income Plan and all other attractions CEDAR offer.

†Base Rate: 5%



CEDAR Holdings Limited 60 Pall Mall London SW1

Special Offer 1/50

سوناك الابل

# How to compare copiers and duplicators at this year's B.E.E.

You know how the B.E.E. can be. A bit frantic. So we're making it a bit easier if you're on the look-out for copiers and duplicators.

Below are some pertinent (or in some cases, impertinent) questions. We suggest you actually ask them. It'll make comparison a lot simpler for you.

We've answered for ourselves. So when you hear the answers from the others, there's just one more thing you should know. You'll find Rank Xerox on Stand 77/91.

Questions	Rank Xerox	SCM	3M	Copycat	Roneo	Gestetner	Others
1. Do your machines use ordinary, uncoated paper?	yes						
2. Do they need a separate machine to make a master?	NO						
3. Do they print direct from the original?	yes						
4. Do they need a skilled operator?	NO						
5. Sure? Can a secretary work them?	yes						
6. Must she type a stencil for them first?	NO						
7. Would they look nice outside her boss's office?	yes						
8. Do they copy on both sides of the paper?	yes						
9. Are there any inks or chemicals to make a mess?	NO						
10. Do you have a machine that collates as it prints?	yes						
11. Do you rent or must you lease?	we rent						
12. So to change models, there's no negotiating a trade-in price/lease termination?	none at all						
13. Do you have any machines on a one month contract?	yes						
14. Can your range manage high, medium and low-volume copying and duplicating?	with ease						
15. Any new machines this year?	P.T.O.						

## RANK XEROX

Rank Xerox and Xerox are registered trade marks of Rank Xerox Limited

Belfast: Kivree Industrial Estate, Upper Dunsurry Lane, Dunsurry, Belfast. Tel: 0232 61671  
 Birmingham: Huxley House, Hagley Road, Edgbaston, Birmingham 16. Tel: 021-454 7031  
 Bristol: Netherdown House, Marsh Street, Bristol. Tel: 0272 293201/5  
 Cardiff: St. David's House, 18 Wood Street, Cardiff CF1 1EP. Tel: 0222 27143  
 Croydon: Green Dragon House, 64/70 High Street, Croydon CR9 1LP. Tel: 01-898 2991/5  
 Dublin: 2 Dawson Street, Dublin 2. Tel: 770701  
 Glasgow: Fleming House, 134 Renfrew Street, Glasgow G2. Tel: 041-332 0341/4  
 Leeds: Minerva House, 29 East Parade, Leeds LS1 6SY. Tel: 0532 40641  
 Leicester: 215 Charles Street, Leicester. Tel: 0533 29182  
 Liverpool: 5th Floor, Foster House, Canning Place, Liverpool L1 6HW. Tel: 051-708 9544  
 London: Rank Xerox House, 338 Euston Road, London NW1 3BH. Tel: 01-387 1244  
 Luton: Crystal House, Crawley Road, Luton LU1 1HS. Tel: 0582 25286/9  
 Manchester: 20th Floor, Sunley Building, Piccadilly Plaza, Manchester. Tel: 061-236 0923  
 Newcastle: 5th Floor, Tyne Bridge Tower, Church Street, Gateshead NE3 2DU. Tel: 0632 7031/4



صكنا من الامل

# And while you're there, see our new machines and compare them as well.

**lodge**  
**cape,**  
**away**  
 Section 50  
 and 50.000  
 Tenative  
 of the  
**200m JET**  
**ADER FO**  
**AWKERS**  
 An...  
**VA BUY**  
**SS FROM**  
**BRITAIN**  
 to ma...  
 the...  
 the...  
 the...  
 the...  
**UBMARIN**  
**R BRAZIL**  
 avai...  
 and...  
**bands**  
 and...  
**AFRICA**



We've got four to unveil to you at the B.E.E. Number one is the best thing to happen to copying since xerography itself. It's our 4000 Copier. Its talents include life-like reproduction of half-tones. Double-sided copying. Automatic paper change. Library-quiet action. Un-machinye looks. 45 copies in 60 seconds. And that's just a start.

Number two could be the greatest thing since the telephone. Called the 400 Telecopier, it lets you send a document hundreds of miles in four minutes flat. Using your own phone. And it's that easy. Third up is our incredible document-shrinking duplicator. It makes copies and reduces their size, by any one of four ratios. Its speed: one a second. Its name: the 7000.

Our final creation should do for the drawing office what xerography did for the general office—revolutionise it. Our 840 Engineering Print System makes reduced-size copies of drawings, and also folds and sorts them for prompt dispatch. Come and see all four on Stand 77/91, any day from October 5th to the 13th. And have a peek at the future.

## RANK XEROX

Rank Xerox and Xerox are registered trade marks of Rank Xerox Limited

- Belfast: K Avenue Industrial Estate, Upper Dunmurry Lane, Dunmurry, Belfast. Tel: 0232 61671
- Birmingham: Hagley House, Hagley Road, Edgbaston, Birmingham 16. Tel: 021-454 7051
- Bristol: Netherton House, Marsh Street, Bristol. Tel: 0272 259201/9
- Cardiff: St. David's House, 18 Wood Street, Cardiff C1 1ER. Tel: 0222 4745
- Croydon: Green Dragon House, 64/70 High Street, Croydon CR9 1LP. Tel: 01-885 299V5
- Dublin: 2 Dawson Street, Dublin 2. Tel: 770701
- Glasgow: Fleming House, 134 Renfrew Street, Glasgow G3. Tel: 041-832 0341/4
- Leeds: Minerva House, 29 East Parade, Leeds LS1 3SY. Tel: 0532 40641
- Leicester: 215 Charles Street, Leicester. Tel: 0533 29132
- Liverpool: 5th Floor, Foster House, Canning Place, Liverpool L1 8HW. Tel: 051-709 9644
- London: Rank Xerox House, 338 Euston Road, London NW1 3BH. Tel: 01-387 1244
- Luton: Crystal House, Crawley Road, Luton LU1 1HS. Tel: 0582 23286/9
- Manchester: 20th Floor, Sunley Building, Piccadilly Plaza, Manchester. Tel: 061-236 0923
- Newcastle: 5th Floor, Tyne Bridge Tower, Church Street, Gateshead NE8 2DL. Tel: 0832 7031V4

# LEGAL BAR TO GRAPHICAL UNION'S DE-REGISTRATION

By **BLAKE BAKER**, Industrial Correspondent

**I**N what it describes as a legal "bombshell," the 107,000-strong National Graphical Association, representing compositors and other skilled printing workers, has been told it cannot de-register under the Industrial Relations Act.

Under its rules even an attempt to de-register, as instructed by the Trades Union Congress, would be unlawful, according to the union's legal advisers. De-registration would be possible only by a change of rules approved unanimously by every member.

This is regarded as "quite impossible." Mr John Bonfield, general secretary, said it looked "almost certain" they must remain a registered union.

Ironically, the union, which intended to ballot members on the registration issue, first learned of its position, believed unique, from the TUC's own lawyers, who examined rule-books of 36 unions. Their opinion was confirmed independently by the NGA's own legal advisers.

### Special concession

Its peculiar position results from it being the only union which devotes the whole of its investment income to provident funds. As a result of the special concession for unions, which can now be reserved only by registration, all its investment income is therefore free of income tax.

But to ensure tax-free income could not be used in later years for non-provident purposes, the Inland Revenue required an addition to the union's rule 53, specifying use of investment income for provident purposes, saying it was unalterable.

In their opinion given in the union's journal *Print*, its advisers saw the only way this could be changed is by a unanimous decision of all members, comprising all entitled to benefits. Loss of tax exemption would mean a "very considerable loss of income for provident benefits."

Any application to de-register would amount to a "breach of trust" and "the association has no power to make such an application." Should the NGA executive take steps to deregister its trustees would have to be advised to seek an injunction against the application.

### No alternative

The advisers add that even if a way were found to protect superannuation fund income outside the Trades Union Acts, "the association has no alternative (in law) but to remain on the provisional register and

register as a trades union under the Industrial Relations Act, 1971."

Total loss to the NGA if tax exemption were forewarned through de-registration is estimated at £200,000 annually, much of which goes on pensions. Like other unions it was included on the provisional register when this opened last Friday.

Previously, the TUC instructed all its 141 affiliated organisations to apply for removal from the register. But some unions, including the giant Transport Union, have been told their rules require them to stay on the register until a rules revision conference makes de-registration possible.

Such a conference is barred to the NGA, which has now asked the TUC General Council for its opinion on the legal impasse. Meanwhile, Mr Bonfield emphasised that registered or not, the union would react vigorously to any attempt by employers to use new legislation against it.

## SUCCESS CLAIM IN TREATING YOUNG ADDICTS

A successful experiment in treating young drug addicts who want to be cured was claimed yesterday by the Helping Hand Organisation, which for the first time allowed visitors at its rehabilitation centre in Buckinghamshire. The centre treats 10 hard-drug addicts at a time, all from hospitals and prisons.

They are given jobs, allowed £1-85-a-week to spend, and not allowed out for the first eight weeks. The success of the treatment is attributed to group therapy, with the addicts regarding themselves as responsible for each other. They have morning and evening group discussions under the social workers who run the home, Mr Peter Martin, 30, and Miss Ruth Sales, 28.



## CONCORDE WORKERS LIFT BAN

By Our Industrial Staff  
**CONCORDE** workers at the British Aircraft Corporation's Filton assembly plant, Bristol, agreed yesterday to lift a ban on work on the plane to allow renewed talks between unions and management on redundancy.

The decision, by a meeting of 4,000 of the 7,000 workforce, was overwhelming.

The plane was "blackened" two weeks ago when an overtime ban, aimed at forcing BAC to cancel plans to dismiss 400 at Filton and 740 elsewhere, was allegedly breached by foremen.

### Redundancy volunteers

The two sides will discuss the possibility of volunteers to replace those on the redundancy list.

Union leaders will report to a further mass meeting on Friday. Meanwhile, overtime will be worked only if approved by the union's redundancy committee.

Mr Lew Gray, chairman of the works committee, said yesterday that the talks would also review sub-contract work. Workers laid-off because of the "blackening" of Concorde would get back pay.

### CHINESE INSPECTION

By Our Paris Staff  
The Communist Chinese Government delegation which is touring France were yesterday shown Concorde 001 and a number of other scientific installations at Toulouse.

Satisfied customers in the playground of Woodhill junior school, Woolwich, where Mr John Cartwright (left), leader of Greenwich council, and Mr Ashley Bramall, leader of the Inner London Education Authority, were in the middle of a busy milk round. Six London boroughs are defying the Government's ban on free milk for children aged 7-11 by supplying it out of the rates.

## British lager beers 'weak and costly'

DAILY TELEGRAPH REPORTER

**M**OST lager beers brewed in Britain are weak compared with their Continental counterparts, an investigation by Northumberland weights and measures department has disclosed. But at least two

as much as 20 degrees less in gravity." With English beers taxed on their gravity and additional tax for each additional degree, the advertising of lager in the North East may bring a prosecution under the Trade Descriptions Act.

A section of the report, prepared by Mr Cyril Aridge, Northumberland chief weights and measures inspector, says: "It would seem that draught lager might be included in that class of beer described in a report of brewing organisations as a beer of greater profitability."

Mr Raymond Hey, the deputy inspector, said yesterday that the samples were taken because of concern expressed about the very large amount of advertising, some of which claimed that lager was very strong.

The readings we obtained were, in some instances, so startling, in light of the advertising, that we took the gravity a second time." Details of the investigation, giving gravities and brews tested, would be made public soon.

## DEATHS, IN MEMORIAM

Continued from Back Page

**QUICKER**—On Oct. 5, 1971, 81, died at home, 11, Winton Rd., Edgware, Middlesex. Funeral at 11 a.m. on Oct. 7 at St. Andrew's Church, Edgware. Burial at Woodlands, Edgware.

**RAMSAY**—On Oct. 5, 1971, 81, died at home, 11, Winton Rd., Edgware, Middlesex. Funeral at 11 a.m. on Oct. 7 at St. Andrew's Church, Edgware. Burial at Woodlands, Edgware.

**SMITH**—On Oct. 5, 1971, 81, died at home, 11, Winton Rd., Edgware, Middlesex. Funeral at 11 a.m. on Oct. 7 at St. Andrew's Church, Edgware. Burial at Woodlands, Edgware.

**WILSON**—On Oct. 5, 1971, 81, died at home, 11, Winton Rd., Edgware, Middlesex. Funeral at 11 a.m. on Oct. 7 at St. Andrew's Church, Edgware. Burial at Woodlands, Edgware.

**WOLF**—On Oct. 5, 1971, 81, died at home, 11, Winton Rd., Edgware, Middlesex. Funeral at 11 a.m. on Oct. 7 at St. Andrew's Church, Edgware. Burial at Woodlands, Edgware.

**ACKNOWLEDGMENT**  
The family of the late Mrs. M. J. Smith, who passed away on Oct. 5, 1971, wishes to thank all those who attended her funeral and the many friends who sent flowers and cards. In particular, the family wishes to thank Mr. and Mrs. J. H. Smith for the beautiful casket provided.

**MEMORIAL SERVICE**  
A memorial service will be held at 11 a.m. on Oct. 7 at 11, Winton Rd., Edgware, Middlesex. The service will be held in the presence of the Rev. J. H. Smith, Minister of St. Andrew's Church, Edgware.

**IN MEMORIAM**  
In loving memory of my dear mother, who passed away on Oct. 5, 1971. My mother was a wonderful woman and a great mother. She will be missed by all who loved her. Rest in peace, Mum.

**FLOWERS**  
Flowers for the bereaved. Our sympathy goes to the family.

## Ever wondered what happened to those poor Nigerian kids of last year?

After the Nigerian war was over, when the newspapermen had all gone home, a few people stayed on. Among them Save the Children people. We fed the kids, cured them, clothed,

educated and sometimes just cuddled them. And we've been training local people to take over from us. It's been a long, hard but rewarding year. It's been the sort of year we've spent in

hundreds of trouble spots all over the world. The result you can see from the faces of the kids in the photograph. It's called happiness. And that's what we think it's all about.





ACKNOWLEDGMENT

MEMORIAL SERVICE

IN MEMORIAM

FLOWERS



**If they ever decide to make something of themselves, we're the first people they should call on.**

Who knows?  
Ambition may well bring Steptoe & Son to our door one day.  
Looking for capital for expansion, perhaps. Or money to back a new idea.  
Whatever it is, you may be sure our door will be open.  
As it has been to thousands of smaller businessmen over the past 25 years.  
(Some have needed as little as £5,000. Others have had a good use for half-a-million.)

Hard cash isn't the only thing we've contributed, either.  
Over the years, we've met hundreds of the problems businessmen like you are faced with.  
We may not have had all the answers, but we've been able to come up with good advice.  
Of course, that's not to say the business doesn't stay guided by you.  
We won't want a controlling slice of your shares.  
Nor will we expect you to go public if you don't want to.

Even if your business is rubbish, it's your business.  
And we want it to stay that way.  
  
Industrial and Commercial Finance Corporation Limited.  
Please contact your local office, listed under Finance Companies in Yellow Pages.  
Head Office: Piercy House, 7 Copthall Avenue, London EC2R 7DD. **ICFC**



# JACK JONES BLAMES LABOUR ACADEMICS FOR ELECTION LOSS

By JOHN RICHARDS, Industrial Staff

MR JACK JONES, general secretary of the Transport and General Workers' Union and a former member of the Labour party national executive, yesterday called for a breakdown of the "barrier" between trade unionists and intellectuals in the party.

Addressing a Fabian Society meeting at the Labour conference at Brighton, he attributed the mistakes over incomes policy of the last Labour Government to a failure by the unions to explain adequately the "unfairness" of a wage norm and of restraint.

## TOTAL ALL-IN EDUCATION DEMANDED

Daily Telegraph Reporter

A PROPOSAL that a future Labour Government should make the introduction of universal comprehensive education mandatory on all local authorities was approved by the Labour Conference.

Mr G. KAUFMAN, S. Hertz, moved a resolution to this effect "ensuring the abolition of selection." It also called for nursery education for all children and the integration of direct grant and public schools into the national educational system.

Mr ERIC CLAYTON, Electrical, Electronic, Telecommunications and Plumbing Union, moved a resolution expressing concern at the way comprehensive schooling was being implemented. In many areas it was "the negation of the interests and education of so many working-class children."

Mr OLGA HANSON, Ripon, moved a resolution urging legislation to provide that schools and colleges should have democratically elected councils, representing staff and students, to advise on curriculum, teaching methods and organization.

Miss JOAN LESBOR, M.P., replying for the Executive, accepted all three resolutions. The National Executive had set up a committee to look at the whole question of education from nursery schools upwards.

She accused Mrs Thatcher, Secretary for Education and Science of having introduced more class bias into the education system than any previous Conservative Minister.

All three resolutions were carried.

## Hille chooses Formid ABS for four formidable reasons

High tensile strength  
Inherent rigidity  
High scratch resistance  
Superb surface lustre

The Hille 4-4000 Easy chair, supremely comfortable, beautifully proportioned, is low cost in relation to its superb quality. All made possible by injection moulding with Formid ABS and the special technical knowledge of Polymon Developments Limited. Formid ABS is available in eleven basic grades. For details regarding Formid ABS or the Hille 4-4000 Easy chair please complete the form and send to Polymon Developments Limited, Bewley House, 2 Swallow Place, London W1. Telephone 01-629 5615

## FORMID ABS



To Polymon Developments Ltd, Bewley House, 2 Swallow Place, London W1 England  
Please send me full details about Formid ABS Formid ABS  
Name \_\_\_\_\_  
Position \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_

## Legal code unchanged on joining Six

By Our Legal Correspondent

THERE was "absolutely no need for anxiety" about the future of Britain's legal system on joining the Common Market, Sir Peter Rawlinson, the Attorney-General, said last night.

Many fears about the consequences of joining were without foundation, he told the London Young Solicitors Group. By definition the Common Market impinged only essentially economic facts and factors. "It is only such matters that need to be subject to the Market's common code of conduct."

There was no question of the position of the Crown being affected. "The foundations of our rule of law will not be undermined."

Criminal law and its procedures such as trial by jury, the presumption of innocence, strict rules of evidence and habeas corpus would remain firmly established as ever. Nor would the great mass of civil law be disturbed.

## Community rules

Community law in its limited fields would exist side by side with the common law and statute law of the country. But the impact of community rules on the ordinary man at his work should be a minor one.

There was nothing novel in Britain signing a treaty to join the E.C., which set no date of termination and made no provision for withdrawal. The Nuclear Test Ban Treaty of 1964 was concluded for an unlimited period and allowed withdrawal in only exceptional circumstances.

The Charter of the United Nations was an example of a treaty without a withdrawal clause.

Mr Harold Sorek, Conservative M.P. for Ormskirk, is to hold a Common Market referendum in his constituency. He has inserted voting coupons in two local papers asking electors to say if they are for or against entry.

He said yesterday: "I am opposed to entry, but I must consult my constituents before the Common Market debate on Oct. 28. This is the fairest and most accurate way of getting their views."

A poll held among constituents by Mr Philip Goodhart, Conservative M.P. for Beckenham, produced a 3,757 to 3,587 vote for entry. Polls are being held in 10 other Conservative-held constituencies.

## MOVE FOR MARKET SUMMIT

By WALTER FARR Common Market Correspondent

BRITAIN and the nine other countries of an enlarged Common Market are now moving towards a summit meeting of their heads of government which will discuss two main issues, Mr Rippon, chief Common Market negotiator, said in Strasbourg yesterday.

The issues are: 1-The opening of a new era in relations between the West and the Communist East "as, one by one, we settle the problems which have split Europe since the war."

2-Drastic changes in the international monetary system to reflect the new requirements and relationships of the 1970s.

This summit, said Mr Rippon, "could have a still more determining effect on the future of Europe than the summit meeting of the Six in The Hague in December 1969 at which agreement was reached on completing and enlarging the Market."

Mr Rippon, who was addressing the Parliamentary Assembly of the Council of Europe, named some of the main tasks for Britain and the other nine members if the larger market is formed.

The creation of a new framework for European industry, enabling European companies to merge and become more competitive; The reduction of trade barriers other than tariffs;

A policy for developing backward regions in Britain and the other member states; A policy for combating pollution in all its forms.

When Mr Rippon was asked at a Press conference later whether he thought it might be difficult to arrange a summit meeting before Britain joined the Common Market, he replied: "No difficulty at all."

Fishing solution "We are having regular meetings in any case between the Foreign Ministers of the countries applying for membership and those of the Six. Technical difficulties will not be allowed to stand in the way of a summit."

He thought a solution for safe grounds would be found in time for signature of the Treaty of Accession to the Common Market, which was expected before the end of the year.

There would either be a new fishing regulation to take account of the needs of Britain and the other new members, or the status quo would be maintained so that the rules of the Six would not apply to Britain.

Mr Rippon said Britain would be giving notice of withdrawal from the European Free Trade Association in due course when the negotiations on entry into the Market were completed.

If those members of EFTA which did not wish to join the Market—Sweden, Switzerland, Austria, Finland, Iceland and Portugal—wanted to form a mini EFTA, there need be no difficulty in making such arrangements, and talks were going on about this.

EFTA had done a good job, and it should be noted that it had done it on a very small staff of about 100 people, and had spent a relatively small amount of money.

Market-sharing During the economic debate Mr P. Heckrup, former Danish Foreign Minister, said "remarkable variations of price" of the same consumer articles on sale in Common Market and European Free Trade Association countries suggested that large international companies are breaking the rules for fair competition.

These were signs that firms were engaging in "market-sharing" arrangements, which merited close study.

The Assembly unanimously approved a resolution stressing that a solution must be found to prevent the re-erecting of tariff barriers between non-candidate countries and the enlarged Common Market.

The resolution also condemned "semi-fraudulent commercial practices such as market-sharing, which were contrary to the competition rules."

European Notebook—P23 Ireland and Europe—P22

## SITUATIONS VACANT

DISPLAYED (inside) a box...  
GENERAL  
A BANKING OFFICER...  
ADMINISTRATION SUPERVISOR  
BRITISH MUSEUM...  
ESTIMATOR  
GRADUATE FOR EXPORT MARKETING  
PLUMBING & HEATING  
RETIRED SOLICITOR...  
ASSISTANT

## The Daily Telegraph, Tuesday, October 5, 1971

WANTED in January...  
CHIEF ACCOUNTANT LONDON to £5,000  
Television company secretary...  
COST ACCOUNTANT LONDON, W.1. £5,000 p.a.  
FINANCIAL ACCOUNTANT N.W. MIDD. £2,500 +

ACCOUNTANCY  
A BETTER SALARY through the...  
HARRISON & WILLIS LTD.  
ERIC CATTON...  
FINANCIAL ACCOUNTANT...  
GROUP ACCOUNTANT

INSURANCE  
The Terra Nova Insurance...  
MANAGEMENT ACCOUNTANT  
We want a Cost and Works Accountant with...  
ASSISTANT ACCOUNTANT London Bridge Area

SALES CORRESPONDENT  
Aluminium Sales Limited...  
SENIOR CONTRACTS ASSISTANT  
An interesting opportunity has arisen in the contracts department...

SENIOR ESTIMATING SURVEYOR  
is required by a major contractor for their London office...  
SENIOR QUANTITY SURVEYOR  
requires preferably a C.E.C. with experience in Mechanical and Electrical estimating...

DEPUTY CHIEF ESTIMATOR  
We require a Deputy Chief Estimator to the Chief Estimator of the Department...  
EUROPEAN M.P.s CLASH OVER BERTH CONTROL  
By Our Common Market Correspondent in Strasbourg

FINANCIAL ACCOUNTANT  
We have a vacancy for a Financial Accountant in our London office...  
ASSISTANT ACCOUNTANT  
We have a vacancy for an Assistant Accountant in our London office...

RETIRED SOLICITOR...  
ASSISTANT PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...  
PHOTOGRAPHER...

COURT AND SOCIAL

COURT CIRCULAR
BUCKINGHAM PALACE, Oct. 4
The Queen and the Duke of Edinburgh arrived at Buckingham Palace today.

The Duchess of Gloucester will attend the annual open meeting of the Queen's Institute of District Nursing at County Hall, S.E.1, on Nov. 5.

TODAY'S BIRTHDAYS
Sir Harold Middlebrook is 84 today; Sir William E. Williams is 75; Sir Frank Francis 70; Gen Lord Bourne 69; Sir John Bodgers, M.P. 68; Viscount Harcourt 65; Sir Richard Williams-Bulkeley 60; the Hon. Richard Wood, M.P. 51; and Mr. Alanair Chisholm, of Chisholm Hill.



A portrait by Annigoni of the Duchess of Kent, wearing her robes as Chancellor of Leeds University, which is to go on view at the National Portrait Gallery from today.

THREAT TO COMMUTER LINE

Daily Telegraph Reporter
TRAVELLERS trying to save the Southminster-Wickford railway line in Essex from the threat of closure have been told that if more passengers use it at peak hours British Rail will simply lose more money.

Letter shock
But South Woodham Parish Council at its last meeting was shocked by a letter from Mr. W. A. Suddaby, divisional manager, Eastern Region, to Mr. Brian Harrison, Conservative M.P. for Maldon, Essex.

PERSONAL

THOU therefore who teachest another, teachest thine thyself. Rom. II, 13.
DINNER SUITS
MORNING SUITS
OUR LADY OF THE ROSARY
BRADLEY'S FIRMS
WHAT DO CHRISTIAN BELIEVE?

Forthcoming Marriages

Marshall of the RAF.
Mr. E. M. Adler and Miss E. J. Woolf
The engagement is announced between Robert, eldest son of Mr and Mrs Elliott Adler, of 11, Chester Terrace, London, N.W.1, and Mrs Maurice Woolf, of 210, Clive Court, Maiden Vale, London, W.8.

WEDDINGS
Mr. J. A. McCulloch and Miss F. A. Fulton
The marriage took place on Saturday, Oct. 2, at St Paul's Church, Greenock, between Mr John McCulloch, of 12, Clive Court, Maiden Vale, London, W.8, and Mrs F. A. Fulton, of 12, Clive Court, Maiden Vale, London, W.8.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

4,800gns for royal set of toy soldiers

An Eastern Region spokesman explained yesterday it would be too expensive to run extra trains at peak times only or to have them running almost empty at other hours.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

DOCTOR CAN IGNORE NIGHT CALL

By Our Social Services Correspondent
DOCTORS called out by patients or worried relatives in the middle of the night were not obliged to make home visits, it was explained yesterday.

WAY OF THE WORLD
uncompleted sections of the motorway.
He does this from a conviction that the British motorist has a right at all times to drive his car anywhere it is possible for him to do so; also to familiarise himself in advance with the field for future feats of "real motorway".

RECEPTION
The Anglo-Swiss Society held a reception at Merchant Taylor's Hall, E.C.2, yesterday following a lecture given by Mr. Alexander Hume, Vice-President of the Society.

TODAY'S EVENTS
Queen's Guard mounting watch.

RECEPTION
The Anglo-Swiss Society held a reception at Merchant Taylor's Hall, E.C.2, yesterday following a lecture given by Mr. Alexander Hume, Vice-President of the Society.

TODAY'S EVENTS
Queen's Guard mounting watch.

TODAY'S CLASSIFIED ADVERTISEMENTS
Austria/New Zealand
Australia/New Zealand
Canada
France
Germany
Italy
Japan
Netherlands
Portugal
Spain
Switzerland
United Kingdom
USA

TODAY'S EVENTS
Queen's Guard mounting watch.

RECEPTION
The Anglo-Swiss Society held a reception at Merchant Taylor's Hall, E.C.2, yesterday following a lecture given by Mr. Alexander Hume, Vice-President of the Society.

TODAY'S EVENTS
Queen's Guard mounting watch.

RESEARCH CHIEF
Prof. R. C. O. Matthews, Drummond Professor of Political Economy at Oxford University and Fellow of All Souls since 1965, has been appointed chairman of the Social Science Research Council.

CHINA VISIT
Emperor Haile Selassie, 79, left Addis Ababa yesterday for a seven-day State visit to Peking.

UNIVERSITY NEWS
The following have been elected at Brasenose College, Oxford, to Senior House Scholarships.

RECEPTION
The Anglo-Swiss Society held a reception at Merchant Taylor's Hall, E.C.2, yesterday following a lecture given by Mr. Alexander Hume, Vice-President of the Society.

TODAY'S EVENTS
Queen's Guard mounting watch.

WORLD NEWS BACKGROUND

# Britain stakes her claims

By WALTER FAR

HE Six have decided that Britain should now be regarded as practically a member of the Common Market. This means that for policy decisions taken in the Common Market Council of Ministers and the Commission in Brussels will be based on the assumption that they will apply, as from 1, 1973, to a Community of Ten, the Six plus Britain, Denmark and Norway.

Arrangements are being made for British Ministers and officials to attend informal "crash" meetings in London. It is expected that British thinking can be

Secondly Britain wants a European company law to be implemented urgently. This would sweep away many conflicting national rules which prevent large British companies from expanding fully.

Thirdly, Britain is stressing that an enlarged European economic community should, as soon as possible, lead to a political union. Holland's Dr Luns, in one of his first public statements since he took over as Secretary-General of Nato, said he urged Britain to support a fresh start on Western European political union. He said there must also be a stronger European Parliament and favoured Mr Rippon's ideas for European defence co-operation.

There are also suggestions for more frequent meetings of the Foreign Ministers of Britain and the six to concentrate on harmonising policies. It is taken for granted in Brussels that all these ideas for closer political, parliamentary and defence links between Britain and the Common Market countries will be on the agenda of a meeting of heads of Government, probably early next year.

## One of the family

THE Six are delighted that Mr Michael Paliser has been chosen to lead the first wave of British envoys to Brussels, because, they say, he and his wife symbolise the "marriage" of Britain to the Continent.

Mrs Paliser is the daughter of Belgium's M. Paul Henri Spaak and she and her husband broke the deadlock between the Six during their negotiations on the Rome Treaty and made it possible to form the Common Market.

Mr Paliser learnt the politics of the Common Market in the hardest possible school. He was interpreted between Gen. de Gaulle and Mr Wilson at their meeting during which the General delivered his second veto on British entry.

Mr Paliser also acted as interpreter at the meeting between President Pompidou and Mr Heath which was the turning point in the British entry negotiations. At that meeting decisions were made on Britain's basic approach to the Common Market and particularly towards France, a member of it.

Although English may well become the principal working language in Brussels if Britain joins, much of the in-fighting at the Common Market meetings will continue to be in French. Mr Paliser's first-hand knowledge of the in-fighting during the surprise 1963 Elysee Palace will help him in the long bargaining sessions with the chief representatives of the Six. It is assumed in Brussels that if Britain joins, Mr Paliser will eventually be looked upon as holding the key post in the Diplomatic Service.



CONCORDE'S PAYLOAD  
"One-hundred-and-five Soviet spies plus the crew and it's full."  
—From Le Canard Enchaîné

## Split on the Left in Austria

By ANNELOISE SCHULZ in Vienna

FIVE million Austrian voters, going to the polls next Sunday for the third time in 18 months, were roused out of pre-election lethargy last week when a rift emerged between the Left and Right wings of the ruling Socialist party over nationalisation, demonstrating that Chancellor Bruno Kreisky, a liberal-minded intellectual, enjoys less support among his party stalwarts than had been generally assumed.

Many leading Socialists, above all in the trade unions and in the Vienna party organisation, are still steeped in class struggle mentality, and suspicious of Kreisky's modern approach, modelled on West Europe's Social Democratic parties.

Last month it had seemed almost certain that the Socialists, who have been ruling Austria by minority Government since April 1970, would win an absolute majority next Sunday. It was in this conviction that Herr Kreisky provoked this premature election after barely 18 months in office. The moment seemed favourable because his main opponent, the Right-wing People's party, was only just beginning to consolidate itself under its new chairman, Karl Schleinzer, after its heavy defeat in the spring of last year.

An alternative to the election would have been a Socialist coalition with the National-Liberal Freedom party. Herr Kreisky could rely on support for such a scheme from the Federal President, Herr Jonas, himself a Socialist.

Nationalisation issue  
A stab in the back from his Left-wing comrades in the trade unions has now impaired Herr Kreisky's chances of winning the election and left the outcome wide open. Some observers even predict a return to the Socialist-Conservative grand coalition as practised for 20 years after World War II.

The turning point came in a television debate when Chancellor Kreisky gave a firm assurance that his Cabinet was not contemplating further nationalisation over the next four years. But his Vice-Chancellor and Minister of Social Affairs, Herr Rudolf Hauser, speaking at a union congress, described the "socialisation of all large enterprises" as the goal of the Government. Although Austria is already the country with the largest sector of nationalised industries in the free world—and demanded the introduction of far-reaching workers' self-management in major industrial undertakings.

Torpedoing any plan for a coalition with the Freedom party, Herr Hauser said the National Liberals were "hostile to trade unionism."

On the defence issue, too, Herr Kreisky's position has been shaken. With the support of the Parliamentary Freedom party, the Socialists had earlier this year reduced compulsory Army service from nine to six months, plus 60 days' military exercises. But during the tele-

# Guerrillas tighten net on dam

By BRUCE LOUDON, who has just returned to Lisbon from Cabora-Bassa

"THAT," said Dr Banda, Portuguese defence umbrella and are striking towards Cabora-Bassa from the south. It is majestic, and it is commanding."

From his perch on a precarious cliffside platform, he was taking his first look at Cabora-Bassa, the giant hydroelectric power and irrigation project on the Zambesi River in the guerrilla-infested far north of Mozambique. The foundations have already been laid and initial construction work is at an advanced stage.

In the local native dialect Cabora-Bassa means "where the work ends." But for the thousands of workers in the majestic gorge, it has only just begun: huge water diversion tunnels have been blasted into the solid rock of either face of the gorge. The brown waters of the Zambesi now pass mildly around the point where millions of tons of concrete are being poured into the foundations of the dam wall.

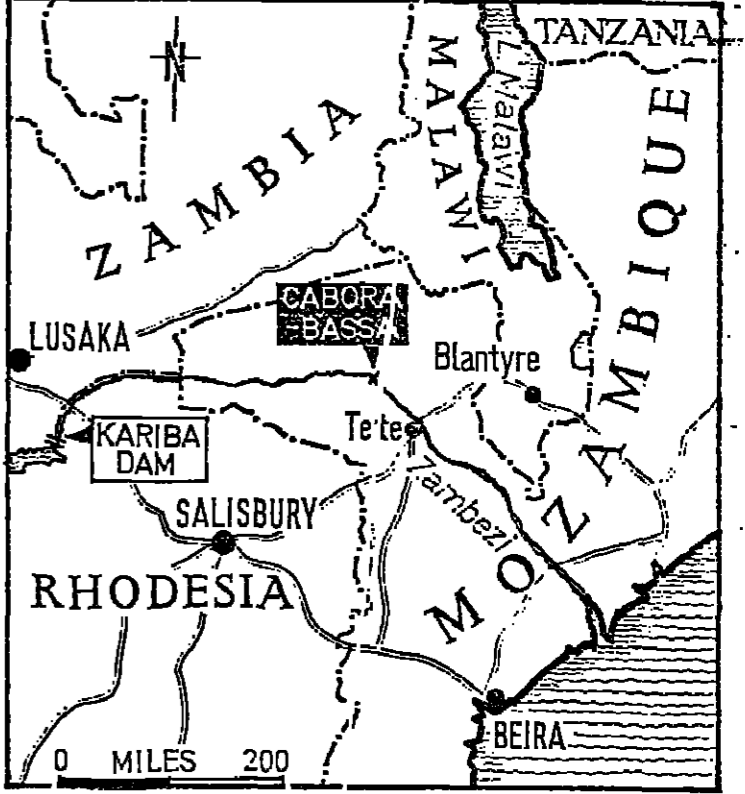
Dr Banda was curiously silent as he watched the construction work. Those near him interpreted this as reflecting a degree of bewilderment at the very magnitude of the undertaking. For more than one member of the Malawi Presidential entourage showed astonishment—even emotion, as he watched work on the project.

The People's party could be expected to benefit from the Socialist loss of credibility. But its own election campaign has not been convincing enough to give it a genuine chance of victory. Instead of stating clearly that the party wants to return to power, it asked only for "a share" in government.

The People's party could be criticised for not putting sufficient stress on the consequences of a Socialist election triumph. An absolute Socialist majority in the Assembly would mean a concentration of power in the hands of the Left unprecedented in Austria. The State President is a Socialist, too, and the Socialist party already has a majority in the Federal Upper Chamber.

This is all the more cause for concern in view of the latest evidence that the liberal-minded team of Chancellor Kreisky is not as firmly rooted in his own party as some would like to believe.

Dangerous work  
Politics aside, there can be few more impressive projects underway in the world today. Among the French, British, German, South African and even Russian workers there is almost a pioneering spirit in evidence as they set out each day from Songo, the base camp, to make the hazardous journey into what feels like the centre of the earth to work on Africa's most controversial development. It is dangerous as well as unpleasant work because, after years of threats, Communist-trained African guerrillas have now launched their long-heralded assault on Cabora-Bassa. Coming from bases in Zambia, insurgents of the Frelimo and Conso movements have, in the past few weeks, circled around a north-facing



they have been defeated in Niassa and Cabo Delgado, further north near the Tanzanian frontier. Frelimo's guerrillas will be put to flight in Tete as well.

The struggle in Tete—and for Cabora-Bassa itself—is one that the Portuguese cannot afford to lose. For more and more Cabora-Bassa is seen as the touchstone of Lisbon's determination to stay on and fight in Africa.

In addition, the authorities in Tete have embarked on an ambitious plan to asphalt even the most remote road in the area, thus making the task of the guerrilla mine-layers that much more difficult. And, on the advice of Dr Miguel Murua, Frelimo's Foreign Minister until his defection to the Portuguese earlier this year, tribesmen in the Cabora-Bassa region are being reorganised into olden militias to cow civilians into supporting insurgency.

The Portuguese are confident that their crash programme will soon bear fruit and that, just as

## EUROPEAN NOTEBOOK

into account. If the House Commons vote on Oct. 128 is in favour of entry, British representatives in Brussels will be kept as closely in touch as possible with developments in the day-to-day Market negotiations.

Britain's new Ambassador to European Communities, Mr Paul Paliser, will be regarded as Britain's permanent representative in the Common Market institutions. He will discuss with the Committee of Permanent Representatives the considerable programme work the Council of Ministers and the Commission are doing.

Ministers are already consulting Britain closely. Finance Ministers, for instance, intervened in the Common Market decision last month to meet Mr Rippon before deciding the policy of the Six in the dollar-Deutschmark crisis.

There was full understanding in Britain and the Common Market Council of Ministers of the united front in their efforts to end a trade war with America and assist European economic and monetary union. This and other Market plans, notably common agricultural policy, continue to be discussed by the Six. It is expected that the Six will need British support and will not immediately.

Mr Rippon has let it be known that if Parliament proves entry, he and other British Ministers will not only want to hear about any new moves planned by the Six but will begin to draw up proposals to develop the market in ways which will meet Britain's special needs. One of Mr Rippon's tasks in Whitehall is to ensure that all Government departments begin to work out such plans, so that Britain will make impact on policy-making from the moment of entry.

Mr Rippon wants action this year on three main issues: first, Britain while agreeing to pay a substantial sum into the Common Market budget to help European farmers, is determined that she too will receive substantial payments from the budget in other sectors, such as aid to backward regions.

## Europe little by little

In addition to the entry negotiations with Britain, Norway, Denmark and Ireland, the Six are beginning full-scale negotiations for close links with Sweden, Switzerland, Austria, Portugal, Finland and Iceland. Preparations are also being made for links with the less developed Commonwealth countries. Mauritius has already applied for associate membership.

Common policies applied in member States of the Market to reduce pollution and for sharing the cost of an anti-pollution campaign throughout Western Europe are needed just as much as common policies to bring greater prosperity, says the Commission.

It has sent proposals to the Market's Ministerial Council on a joint approach to such problems as the cleaning of the Rhine and checking pollution in the North Sea and the Mediterranean.

Drug trafficking will be tackled jointly by members of the Common Market and of the 17-nation Council of Europe under plans to be voted on at a Council conference in the Spring.

New roads and better railway services are being planned by the Six to improve communications between the outer and less developed fringes of the Market and the densely populated rich areas in the centre. These will include proposals for a communications network to make the most of the Channel Tunnel, construction of which the Six hope will now be speeded up.

"More anti-Europeans die each day than are born"—M. Louis Armand, the French administrator.

## HOME FRONT

# Crash course in English

HAD he arrived a little earlier on his State visit, the Emperor of Japan would have had a welcome from a Japanese community which has spent £475 to learn English, real, spoken English, in a context where the teaching of it has now become big business.

But the last of 600 Japanese students here for a month in the English spring and summer, have just gone home. They can now pronounce the insurmountable word "velvet" and know the difference between "I" and "I" and "v."

They could have gone more easily to the West Coast of the United States or to Australia to learn, with respect, some version of the authentic mother-tongue. But the boom in English-speaking courses in England is now.

In London, Cambridge, Bournemouth and elsewhere at least a dozen schools are concentrating solely on teaching English to foreigners, are flourishing with Department of Education and Science certificates of approval.

At one establishment alone in Bournemouth, with London and Oxford, colleges temporarily in session during the university long vacation, already this year have taken a "crash" course in spoken English as opposed to their own impressive knowledge on paper of Chaucer, the Colossus, the British discount market and accepting houses.

This is the Anglo-Continental

School of English. To the town of Bournemouth it must be worth at least £300,000 a year when account is taken of the money spent by hundreds of students in "digs" and on buses, salaries paid to a permanent teaching staff of 50 and an administrative staff of 40, plus another 50 or 60 State and qualified private school teachers working three part-time in peak periods during their own leave.

In the lecture rooms and language laboratories alongside students of 50 other nationalities, each of the 800 young Japanese paid 468,000 yen—about £475—for the privilege of a package deal for one month in Europe, which must include either two or three weeks' intensive study of spoken English in the school.

As Japanese students they qualify for a 60 per cent reduction on the air travel factor in the deal. The school's budgeting includes about £3 a week in the package for a room, two meals a day (all meals include drink) with a Bournemouth family. Staying with a local family is a "must". The knowledge of colloquial Japanese is not extensive in Bournemouth. So the student has to try out his spoken English and like it.

The moment he gets to the school he is put through an oral test in the language laboratory. Within hours a computer comes up with his rating for spoken English. Sometimes he loses face.

Business is so good that provision has been made for 1,000 Japanese students on this course next year. Tuition and super-



# The Common Market. Is it one for all and all for one? Or one for all and all for nothing?

As a single national issue, the EEC has probably been responsible for more divided loyalties than any other.

What makes it worse is that so few people really understand what's at stake.

Hence the unique and free EEC folder from Barclays. 'Britain and the Common Market' contains a number of separate sheets.

The sheets deal with the EEC's development from 1958 to 1969 and give details of the further developments made during 1970.

They also include a series of summaries of the UK-EEC negotiations.

And separate reports on each of the five principal EEC countries.

However, these documents would be incomplete if we couldn't back them up with some solid, practical advice.

The banks in the Barclays Group have had a great deal of experience within the Community. And apart from this first-hand information, they also offer a full range of commercial banking services, including facilities for investment of funds and management of securities.

By way of a start, send off the coupon for 'Britain and the Common Market'. Or phone 01-626 1567 ext. 7526.

**BARCLAYS**

## Britain and the Common Market

EEC Folder

To: Barclays Bank Limited, Stationery Dept., Section EID, 70 Price Street, Birkenhead, Cheshire L41 3JZ

Name \_\_\_\_\_  
 Position in Company \_\_\_\_\_  
 Address \_\_\_\_\_

**BARCLAYS**  
 a good bank to get behind you.

NORMAN RILEY



## Float on in a dream

—a dreamy hostess gown in brilliant jewel tones, or jet black. Sizes 12-18. £34-75. Personal shoppers only. Inexpensive dresses, first floor, Harvey Nichols Knightsbridge SW1. Phone 01-235 5000.

### Budget Fashion Show

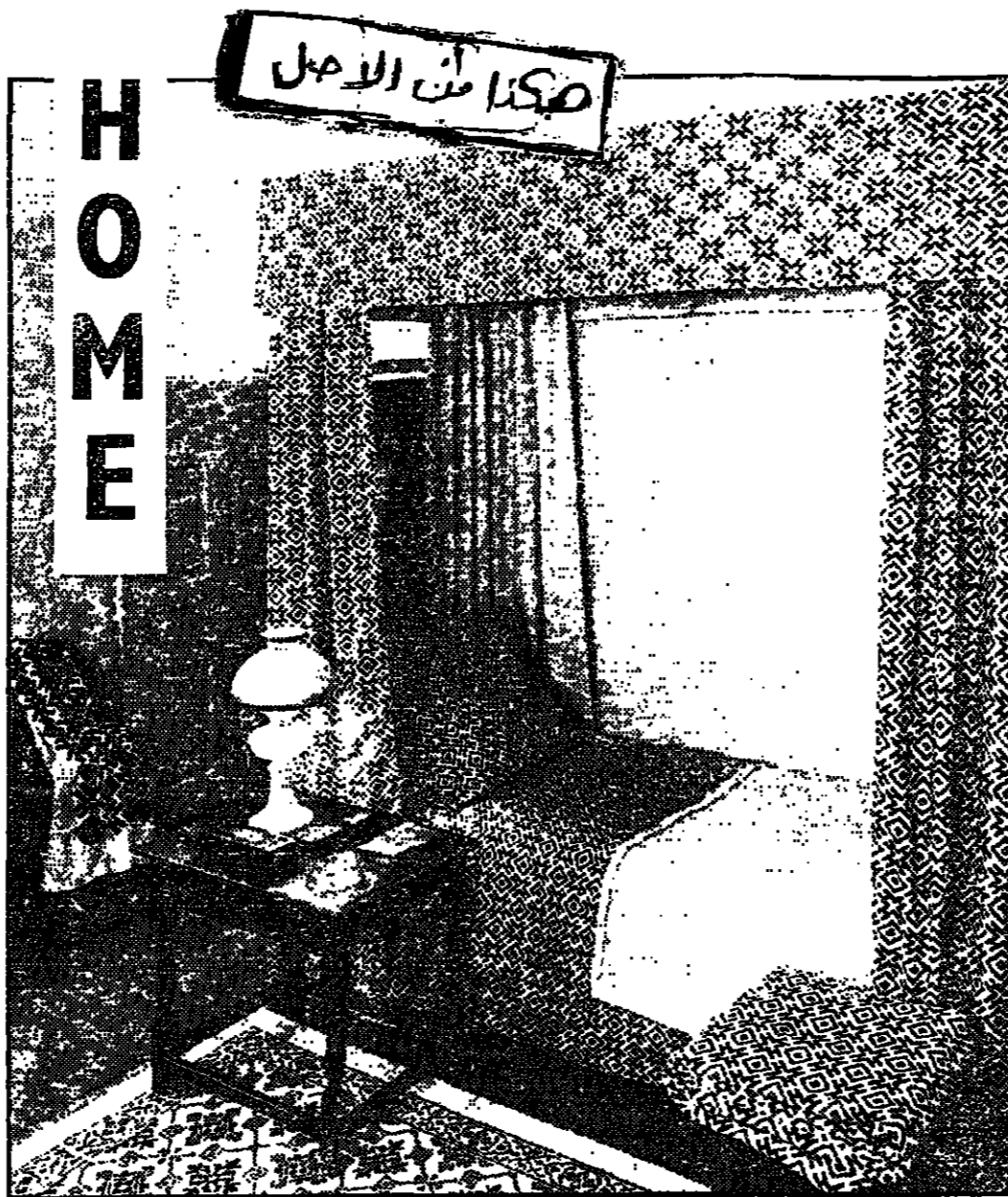
Oct. 6 and 7 at 11 am and 2.30 pm each day. Telephone: 01-235 5000, E.L. 252 for admission ticket.



HARVEY NICHOLS

Open all day Saturday

# H O M E



## A four-poster seventies' style—without the posts

FOUR-POSTER beds are normally associated with the kind of bed used by Regency Royalty when weekending at some stately mansion. We see them when we pay our entrance money to trail round the State rooms and admire the fine brocades and damasks and satins with which these important couches used to be decorated.

Now the four-poster is making a come-back, in a much more simplified form. It is even without its four posts—the draperies hang like curtains from a ceiling frame.

By ALICE HOPE

The man most responsible for the seventies revival of the four-poster is designer David Hicks, whose latest book\*, this time on decoration with fabrics, is out this week. He believes in making the bed the dominant item in the bedroom, eliminating as much of the conventional furniture as possible.

\*"David Hicks on Decoration—with Fabrics," published by Britwell Books Ltd., 45, Conduit Street, London, W.1. Price £5-50.

Some months ago, one of the principal textile manufacturers in America, J. P. Stevens and Sons, commissioned Hicks to design a set of patterned sheets and towels in co-ordinating patterns and colours. These are now going on Hicks' four-posters. He uses a single sheet to make two drapes and the top pelmet.

David Hicks, who designs for millionaires and whose wife is a cousin of the Queen, is nevertheless full of ideas for even the smallest home. "Anybody can make a four-poster," he told me. And here are his instructions:

Bedroom of Ashley Hicks, son of Lady Pamela and Mr. David Hicks, in their home in the south of France. The four-poster idea is one you can copy using Hicks' sheets in blue and brown from Heals.

Fix a framework of wood 1 to 2in wide to the ceiling above the bed, making it 1in wider, and 1in longer than the measurements of the bed. Then fix four curtains at each end with screw eyes (closed loops, as distinct from open hooks).

Then make a straight pelmet and attach it to the edge of the frame with Velcro tape. There's no need at all to have wooden posts at each end. The curtains give the same "four-poster" effect.

The new Hicks easy-care sheets, first sold in America, are in England now at Heals in Tottenham Court Road, and Zarach's in Sloane Street.

The Hicks sheets are expensive but there is no reason why you shouldn't use his ideas with much cheaper, patterned, easy-care sheets. It's better to use easy-care because they are crisp, with a resin finish which resists creasing. Dorma, Osman and Christy all make them, and Marks and Spencer have their own St Michael patterned sheets, too.

The very newest sheet of this kind to come on the market will be in the shops early next month. It is a brand new range of printed single-size sheets and matching towels by W. M. Christy. They portray the three different Walt Disney groups of characters: Mickey Mouse and Donald Duck with Pluto, Snow White and the Seven Dwarfs, and the Aristocats.

Harrods, Selfridges, Allders of Croydon and the John Lewis shops are to stock the new sheets for children and they will cost £4-50 each; pillow cases £1-95 a pair; and towels (26in by 30in) £2-25 each.

## DESIRABLE PROPERTY?

By Monica Furlong

I SET about selling our house. The first estate agent I approached said it was very saleable, and that he thought I would be favourably impressed by the selling price he was about to quote. He believed, he said, in putting about £500 on to the price he hoped to get, so the client could bargain.

Some would-be buyers enthused over everything. They loved the children and the dog and the titles of our books and the size of our kitchen and the skeleton of a greenhouse.

Others noticed only the drawbacks. They commented that the central heating was only downstairs, that the kitchen was inconvenient, and that the outside needed decorating.

One couple got so keen one evening, and asked such detailed questions about rates and the cost of heating and local schools, that I felt the house

was practically sold. But the agent told me next day that it was not at all what they were looking for, they needed something much larger.

Another couple, East Europeans, came back for a second look and then told the agent they would buy it. Jubilation. But it didn't last long. Two days later the husband rang the agent to say an American University had offered him a job which he had decided to take.

I went on showing people round, my voice acquiring that mechanical tone of professional guides in art galleries, but I began, slowly, to feel very depressed. Eventually I realised I was like a wallflower at a dance. Reject my house and you reject me.

At this point I went to another agent who gently suggested that the price was rather high. Perhaps £500 too high. Ah yes, I said, but that was to allow room for bargaining. Nonsense, he said, he did not agree with that approach. Charge the right price and people paid it (which turned out to be true).

We had now seen about 35 to 40 possible buyers. Another buyer appeared, a civil servant, and the next day he called with his family. On Monday the agent rang to say that Mr B's children did not like the house so the sale was off. His children? Oh, that was nothing, said the agent. He had had a man who could not buy a house because his dog did not like the garden.

Quite soon after that, though, we sold the house to a couple who really did want it, and now when we come down the road on the way home there is the shock of realising that the "Sold" notice applies to our house.

## Tuning in to the mind of modern woman...

AS a young mother with a new baby in a strange town, I used to listen each day to "Woman's Hour" on BBC radio, and it never failed to be both a comfort and an encouragement. There must be millions of women, household with children at 2 p.m., who will say the same.

On Thursday this week, Woman's Hour is 25 years old and is both looking back on its life and forward. Of course things have changed in a quarter of a century, says the Editor, Wyn Knowles. "Women now have wider interests. They want to know about world affairs and social problems, as well as things domestic."

"Our first programmes were cosy and fairly long talks about cooking and sewing, and keeping your husband happy. These subjects of course are eternal but now we are not exclusively domestic. We have

programmes on current affairs and we have regular series on books and writers. All this, we find is equally interesting to men."

Wyn Knowles, who became Editor this summer when Molly Lee retired, has been with the programme since 1959, and Deputy Editor since 1964.

In the programmes to come she is planning items which will specially interest the young listener—such as a series on the milestones in a baby's first year. "It has been said we're going trendy. We're not planning a revolution at all; we just want to take in more of the problems of young-marrieds."

"Woman's Hour" throughout the years has inspired a special loyalty, both in its listeners and in its contributors. Voices become people and people become over-the-air friends.

Thus, people like Antonia Ridge, Isobel Barnett, Fanny Cradock and

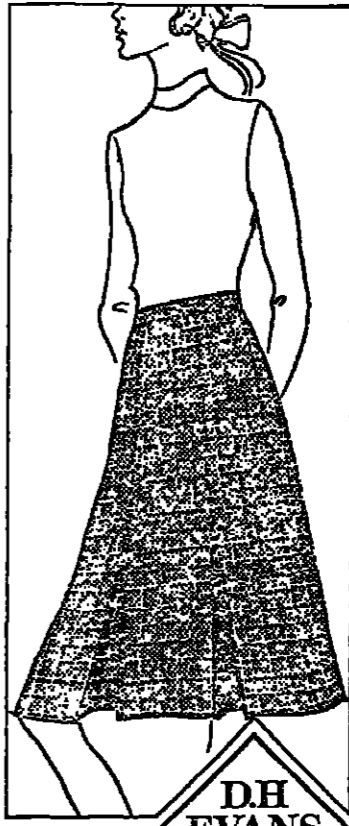
Ba Mason remain steady and familiar, while the warm, human personality of Marjorie Anderson, who introduces the programmes, is a constant pleasure.

To provide a further link between listeners and their favourite contributors there have been three anthologies in book form, with the spoken word becoming the written word. The latest, edited by Mollie Lee, who was associated with the programme for 15 years and is a former Editor, is out this week.

There are more than 100 selections and they range from travel to thoughts on Hitler; from views on children to tips on beauty or how to prevent travel sickness. "Woman's Hour," says Mollie Lee, is founded on the premise that women are whole human beings.

"Woman's Hour" published by the B.B.C., 35, Marylebone High Street, London W1M 4AA. Price £1-25. A.H.

## Check in at D.H. EVANS this Autumn.



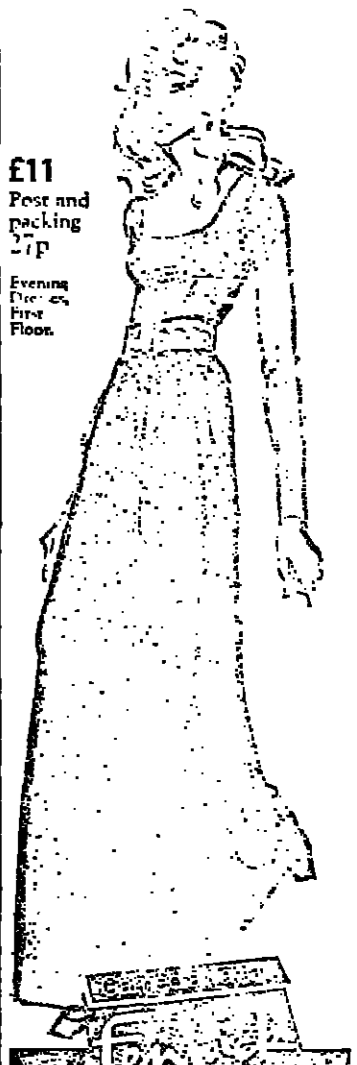
Autumn weight skirt in washable acrylic/wool mixture tweed. Simple back with 2 box pleats in front. Black ground with camel, brown and white broken stripe; wine ground with lime, green and white broken stripe. Average and 5"2" fittings, hips 36"-42"; lengths 24", 25", 25½", 26", 5"2", 1½" less on each size. Larger fittings, hips 44"-48" all 26½" long. Longer lengths, hips 36"-46" all 27½" long. £4-75.

When ordering by post please add 75p postage and packing if resident outside the Greater London Area.

JULIUS

D.H. Evans, Oxford Street, W1A 1DE  
Tel: 01-629 8800  
Open all 7 pm Thursdays and 5.30 pm Saturdays

Simply Slinky  
The charm of a long evening dress clinched at the waist with a narrow band of fabric. D. signed by Karl Lagerfeld. Phillips, Sizes 12-16. In either Tricot Satin, French Blue or Sea Lade with Silver Felt, or Black or Rust with Gold felt.



£11 Post and packing 75p Evening dress 25 Floor.

Now! Fenwicks open all day Saturday

FENWICK LTD, NEW BOND ST, LONDON W1

Shows principal railways, shipping routes and distances, time zones, etc. Obtainable through newsagents and bookellers, or send 25p (cheque or P.O.) to:

Dept. W.M., Daily Telegraph, 135, Fleet Street, London, E.C.4.

# FREE 32-PAGE BOOK WITH OCTOBER IDEAL HOME

## Your A-Z guide to buying furnishing and enjoying a home

Creating a home is surely one of life's greatest adventures! And this special Ideal Home Booklet aims to make sure your great adventure is a happy and successful one.

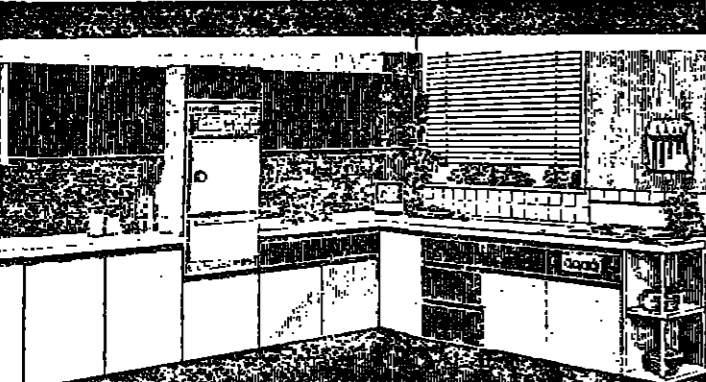
It shows you the ropes—from the day you set out to find a home, through the process of buying it and moving into it, to the days when you are living there, enjoying its amenities and entertaining your friends.

Contents include:  
New house or old? \* Raising the money \* Functions of Estate Agent, Architect, Surveyor & Solicitor \* Furnishing your home imaginatively \* Equipping the control room of your home—the kitchen \* All about heating.

Also in this extra-value October issue:  
\* Superb Sitting Rooms—an exciting collection of furnishing and decorating ideas.  
\* Who says a council house can't be chic? We prove it can!  
\* Exclusive new tile designs, based on the best of Victorian patterns.  
\* Exciting £1,000 Winter Warmth Competition.



# SO MANY IDEAS FOR A BETTER HOME IN IDEAL HOME OCTOBER ISSUE NOW ON SALE



## SAVE POUNDS ££ and own a fabulous NEW Elba Kitchen

Each quality unit assembled by you with incredible ease. Choose your own finish. No fancy middleman prices and latest no deposit terms.

Send for our exciting full colour brochure today—it's lavishly illustrated and packed with new kitchen layouts and ideas—and it's FREE!—or visit our beautiful showrooms and judge for yourself. (Open weekdays 9-5, Sats 9-12)

Wren Craft Furniture Limited  
Dept. 125, Jason House, Grove Crescent Road, London E15 1BL  
Tel: 01-534 7226.  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
WREN CRAFT

You're a sight better off than the Blind

Give thanks, give generously to our 50th year appeal. I enclose cheque/postal order for ..... to help make this a Golden Year for London's Blind

Name: \_\_\_\_\_  
Address: \_\_\_\_\_

Greater London Fund for the Blind  
(Incorporated in accordance with the National Association Act 1948 and the Charities Act 1960)  
2 (C) WYNDHAM PLACE, LONDON, W1H 2AQ







BRITISH FUNDS

Table of British Funds with columns for Name, Price, and Change.

CORPORATION STOCK

Table of Corporation Stock with columns for Name, Price, and Change.

DOMINION STOCKS

Table of Dominion Stocks with columns for Name, Price, and Change.

FOREIGN STOCKS

Table of Foreign Stocks with columns for Name, Price, and Change.

DOLLAR STOCKS

Table of Dollar Stocks with columns for Name, Price, and Change.

BANKS, DISCOUNT, H.P.

Table of Banks, Discount, and H.P. with columns for Name, Price, and Change.

FOOD & CATERING

Table of Food & Catering with columns for Name, Price, and Change.

BUILDING & ROADS

Table of Building & Roads with columns for Name, Price, and Change.

1971 Stock Price

Large table of 1971 Stock Prices with columns for Name, Price, and Change.

LONDON STOCK EXCHANGE

Account: Oct. 4-Oct. 15. Pay Day: Oct. 26. Bargains Marked: 12,226

Rises: 501. Falls: 404. Unchanged: 1,178. Dollar Premium: 21 1/2 p.c. (- 1/2 p.c.)

Gilts remain firm as equities fail to hold improvement

WITH the notable exception of British Government stocks, which remained in good form, London stock markets began the new fortnightly trading account on a quiet and uninspiring note yesterday.

Company statements and weekend Press recommendations stimulated scattered features in industrial trading account on a quiet and uninspiring note yesterday.

Following favourable comment in last Saturday's Mercury column, while Sunday Telegraph references brought higher levels in "Mama," at 145p, S. Gibbons, at 49p, and Harris Lebus, at 40p.

Following favourable comment in last Saturday's Mercury column, while Sunday Telegraph references brought higher levels in "Mama," at 145p, S. Gibbons, at 49p, and Harris Lebus, at 40p.

ELECTRICAL & RADIO

Table of Electrical & Radio stocks with columns for Name, Price, and Change.

BREWERIES

Table of Breweries with columns for Name, Price, and Change.

CHEMICALS & PLASTICS

Table of Chemicals & Plastics with columns for Name, Price, and Change.

DRAPERY & STORES

Table of Drapery & Stores with columns for Name, Price, and Change.

INDUSTRIALS

Table of Industrials with columns for Name, Price, and Change.

SHOPS & LEATHERS

Table of Shops & Leathers with columns for Name, Price, and Change.

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

REYNOLLE PARSONS REMAINED OVER

Reynolle Parsons remained over- W. Wood were firmer at 50p

Table of Financial Trusts with columns for Name, Price, and Change.

INVESTMENT TRUSTS

Table of Investment Trusts with columns for Name, Price, and Change.

OIL SHARES

Table of Oil Shares with columns for Name, Price, and Change.

PAPERS & PUBLISHERS

Table of Papers & Publishers with columns for Name, Price, and Change.

MOTORS & AIRCRAFT

Table of Motors & Aircraft with columns for Name, Price, and Change.

PROPERTY

Table of Property with columns for Name, Price, and Change.

INSURANCE

Table of Insurance with columns for Name, Price, and Change.

SHIPPING

Table of Shipping with columns for Name, Price, and Change.

TOBACCOES

Table of Tobaccos with columns for Name, Price, and Change.

TV & CINEMAS

Table of TV & Cinemas with columns for Name, Price, and Change.

Large vertical advertisement on the right side of the page, partially obscured by a large 'R' logo.

سوقنا من الاجل

ANY LIGHTS

ts moves and still bing

than expected second... profits for... July 31 to £55,000...

M Power scrip

With a one-punt rise... 10%... 10%... 10%...

Woodrow 1-for-5

and civil engineering... Taylor Woodrow... 1-for-5...

on pays more

BASED Jefferson Smurfit... continues to prosper... six months ended July...

r passes interim

of £500 for Restain... six months to April 30... little relevance to the...

sears on Bristol St.

HALF pre-tax profits... Street Group show... the year's first...

all axes joinery

ING losses in contract... are leading to... 10%...

S going strong

of a downturn in the... side... 18.5%...

on's lower sights

to exceptional circumstances... profits... 10%...

INVESTMENT & BUSINESS

DAILY TELEGRAPH CITY OFFICE 112 Queen Victoria Street, London EC4P 4BS Telephone 01-236 8925/9

Tough talking days ahead for Rolls-Royce

By ROLAND GRIBBEN

SHAREHOLDERS in Rolls-Royce Ltd. yesterday voiced their protests against the bankruptcy of the best-known name in British industry...

At the end shareholders voted overwhelmingly against winding up the company. It was a forlorn gesture. The 800 shareholders who attended an emotionally-charged 2½-hour meeting at the Connaught Rooms in London...

Avenues of hope

Mr Nicholson needs to raise at least £100 million from the sale of the company's assets. He has already advanced £50 million before shareholders can qualify for anything. He cautioned: "I would have preferred to be conservative and avoid raising any hopes that would prove to be shattering."

The critics

In between, the 14-strong board, including former chairman Sir Denys Pearson, resigned themselves to a barrage of criticism from shareholders, workers' representatives and pensioners who pressed a variety of suggestions for postponing liquidation and restructuring the company...

Slater Walker moves into credit finance

SLATER WALKER Securities is moving into yet another branch of finance and banking. This time it is the expanding market for credit finance, where factors of Slater Walker Finance Ltd. are active.

Oil demand slackens in W. Europe

A SHARP slackening in the growth rate of oil imported to Western Europe is being recorded by the oil companies. The rise in the first half of this year was less than 8 p.c. compared with 12.5 p.c. for the whole of 1970 and 10.5 p.c. for the first half of last year.



Mr Rupert Nicholson, the Rolls-Royce receiver—a possibility but not a likelihood that shareholders will get something at the end of the day.

Limmer expects bid battle as shares gain 3 1/2p

SUGGESTIONS that a battle may develop for Limmer Holdings, the loss-making civil engineering group, left the shares 3½p higher at 37½ yesterday in what dealers described as "heavier than usual trading."

Thorn sells Brookhirst in U.S. for £6.5m

THORN Electrical Industries plans to sell off to Cutler Hammer, the big United States electrical controls maker, its light control gear maker, Brookhirst Electric. Also in the package is Donovan Electrical, the control gear business bought only a year ago.

Call for trade attache in Tokyo

THE appointment of a special attache to the British Embassy in Tokyo from the Department of the Environment has been suggested by a construction trade mission after a Far East tour.

Hill Samuel quits on Reeves 'no' to Heenan bid

HILL SAMUEL has resigned as financial adviser to Reeves and Sons, the art materials and stationery group, following the decision by Reeves' directors to oppose its recommendation that a 17½p share takeover bid by Heenan Beddow should be accepted.

Ransome group sacks 730

RANSOME Hoffman Pollard, the company formed last year by merging leading British makers of ball and roller bearings, yesterday announced that 590 will be made redundant at Chelmsford, Essex, and 340 at Newark, Nottingham. The cutback in the 15,000-strong labour force was foreshadowed last week.

Credit figures back Barber's judgment

BY THE CITY EDITOR

THE CHANCELLOR of the Exchequer could hardly have made his plea for sterling not to be revalued in Washington last week if sterling had been floating over \$2.50 and chasing the yen and the mark. He already stands accused together with his Japanese, Italian and Belgian confederates of managing his currency and preventing the quick and accurate indication of true currency values.

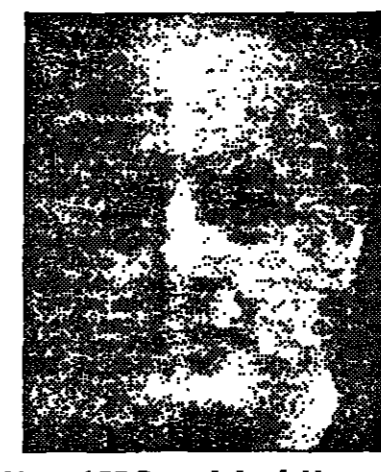
When the reflationary injections put some muscle onto Britain's meagre economic frame, the surplus will rapidly dwindle and money will start to flow away, leading to a fall in sterling's value on the exchanges.

Hill Samuel takes loan initiative

HILL SAMUEL is among the first of the merchant banks to take up the mantle of competition. The bank announced yesterday it is offering medium-term loans to industry of up to five years at fixed or floating rates. Medium size of a loan is £50,000 but there is no top limit. Rates can be fixed over one to five years, or alternatively be linked to Bank Rate or the market cost of money.

Smart float aids reserves

SMART floating tactics by the Bank of England—selling sterling to stop it appreciating to the full extent a free market would determine against the dollar—are reflected in the Treasury's figures for the reserves during September. The total rose by \$206 million to \$5,015 million.



Speaking to AGB Research shareholders yesterday the Chairman, Mr. Martin Madden, said:

We shall take full advantage of our opportunities

The good health of the company in 1970/71 can be gauged by three key indicators: Number Employed up on previous year by 9%, Turnover up " " " " 13%, Pre-tax Profits up " " " " 23%. The company's performance fully justifies the recommended increase in dividend and the further bonus issue.

	1970/71	1969/70
Turnover	£ 1,946,734	£ 1,721,770
Profits before Tax	300,685	243,303
Profits after Tax		
attributable to AGB Research	172,090	123,807
Net Cash Flow	172,093	186,806
(after dividends of £102,300 for 1970/71 and £23,680 for 1969/70)		
Earnings per share	5.2p	4.1p

Copies of the Report and Accounts can be obtained from the Company Secretary.

AGB Research Limited

40 BROADWAY, LONDON SW1H 0BY 01-639 5291

INDIVIDUAL SURVEYS · STNDICATED RESEARCH INTO CONSUMER DURABLES AND PACKAGED GOODS · TELEVISION AUDIENCE MEASUREMENT · COMPUTER SERVICES · COMPUTER MICROPRINT

COMPANIES

Bruntons

TRADING profits of Bruntons (Musselburgh), the steel wire maker, for the first eight months of this year are practically the same as for the corresponding period on sales up in value by 5 p.c. A fall in other income, however, has cut the total profit by almost 2 p.c.

Oliver Rix

THE motor distributor and agricultural engineer Oliver Rix is passing its interim dividend, but will consider a final when the full year results are known. Last time holders got 5 p.c. at the half-way mark, but the final was cut 2 1/2 points to 2 1/2 p.c.

Now chairman J. F. Nash reports first-half pre-tax profits of £6,392, against £5,361,474 for the full 1970 year, and says the results are considerably worse than was anticipated last May.

Wombwell Foundry

ALTHOUGH its pre-tax profits fell over the year ended July 31 from £112,002 to £97,220, Wombwell Foundry and Engineering Company is again raising its total dividend. This time it is up by a point with a 10 p.c. final on Nov. 28, giving holders 18 p.c. for the year against 17 p.c.

Sunlight Laundries

PRE-TAX profits of National Sunlight Laundries are running lower than last year's at the same time. Before SET the fall for the six months to June 30 was from £248,618 to £205,615

HP car sales soar 50pc in September

SALES of new cars surged ahead in September to continue the strong upward trend set in August. The earliest indicator of the market, sales of cars on hire purchase, showed September 50 p.c. up on the same month last year.

Gilts lead record stock market sales

STOCK MARKET turnover recovered sharply from the setback in August to reach the highest level since figures were first published in 1964. The total value of all purchases and sales amounted to £7,145 million, compared with £4,526 million in the previous month and £2,847 million in Sept. 1970. That exceeds by more than £1,100 million the previous peak in July of this year.

KIER ANOTHER RECORD YEAR
Group turnover, at £23.3 million, 10% higher than last year and Profit before Tax, at £1,252,000, 21% higher.
A final dividend of 14% is proposed, making a total distribution of 26% against 22 1/2% last year.

after SET the drop is from £123,048 to £77,070. A same-gain 5 p.c. interim has already been announced and with these figures the chairman says it is hoped that in the second half "a certain measure of recovery will be made to maintain a reasonable total distribution." Last time the total was 11 p.c.

IN BRIEF

Alexander Duckham (a member of the BP Group): Pre-tax profit for half-year ended June 30 £553,000 (£451,000). Tax nil (nil).
Chenderiang Tin Dredging: No dividends for 1971 (same).
Knox Wine Holdings (controlled by Chaplin Holdings): Pre-tax profit for half-year ended June 30 £27,620 (£25,897).

NEW ISSUES

STANDARD Bank Sierra Leone, a subsidiary of Standard Bank, is to be floated to the public in Sierra Leone 100,000 Ordinary shares of one leone each at three leones per share.

BIDS AND DEALS

BIRMINGHAM Post and Mail has been acquired by the Birmingham Presses Ltd. controlling interest in T. Dillon and Co., retail newsagent, by buying a further 37.8 p.c. of the capital for £475,416. The deal is subject to a 60 p.c. Dillon's 1970-71 pre-tax profits for the year ended April 30 were £187,000 and its consolidated net assets then were £370,000.

Company Devs.

COMPANY Developments' bid for P. J. Evans (Holdings), the Bir-

Team-picking meeting at New Mersey Docks

DEBENTURE stockholders in Mersey Docks and Harbour Company are to be called to a meeting on Nov. 3 when they will be asked to vote for five leading Liverpool businessmen to represent them on the new board. It was disclosed last night that the Government has appointed three directors. The new company is to replace the old Mersey Docks and Harbour Board which became insolvent about a year ago owing £34 million.

Felixstowe chief cuts holding

THE ANNUAL report and accounts of Felixstowe Dock and Railway Company today show that the chairman, Mr. H. Gordon Parker, has disposed of 40,000 shares as he approaches his 80th birthday. It was Mr. Parker who bought the derelict Suffolk harbour 20 years ago and turned it into the thriving business that vies with London as Britain's biggest container port.

'Upturn unlikely before spring'

By JOHN PETTY
Year may prove to be somewhat understated," said Mr. H. Secretan, managing director of Manpower.

Below capacity

Many organisations are still working below capacity, so they will not need any extra workers to meet the initial impact of any resurgence of trade. Increased productivity over the past two years and heavy shedding of staff in the last few months have brought this situation into focus.

mingham car distributor, will be allowed to last for the rest of its claimed 30 p.c. holding in Evans to an unnamed party. Evans, having rejected C.D., was recommended by the offer by LCP Holdings. First National Industrial Trust, which is acting for C.D., says acceptance terms and stock certificates will be returned to shareholders as soon as possible.

Peak-Coranbury

AN AGREED share bid, worth £12.25 million at yesterday's price of 85p, is being made by Peak Trailers for the 92.2 p.c. of Coranbury Investments that it does not already own. Terms are 20 p.c. Ordinary shares for every one Coranbury share. The offer which is recommended by Coranbury shareholders who already control 69.2 p.c. of Coranbury's issued capital, will mean the creation of 2,532,400 Ordinary Peak shares. These shares will not rank for dividends for the year ended May 31, 1971.

CHAIRMEN

AGB Research—Mr. M. Madden: First four months' trading confirms my confidence that 1971 is as a whole will prove another year of substantial growth.
British Trimmings (Holdings)—Mr. A. C. Stone: While benefits looked for from easing of financial restrictions have not, up to end of August, had any real effect on sales, I think that benefits should be felt in the next few months.

Raglan chairman facing another board tussle

RAGLAN Property Trust chairman Mr. James Rowland-Jones will find himself in the middle of another struggle at Thursday's board meeting when he is seeking re-election to the board. Last month Mr. Rowland-Jones only just managed to hold his position after attempts to remove him by Alliance Property Trust shareholders, claiming more than half the Raglan votes, failed on a "technical slip."

Since then Alliance has been taken over by Cornwall Property Investments' 38 p.c. stake in Raglan sold to a consortium headed by Edward Bates and Sons and Eldridge, Stableford and Co. for around £1.5 million. Mr. Dennis Barkway of Edward Bates, said last night "Unless we have made a legal or technical mistake Mr. Rowland-Jones will not be re-elected to the Raglan board on Thursday." Raglan's Mr. P. Haslam, also up for re-election, will not get the Bates/Eldridge support either.

Upturn unlikely before spring

Year may prove to be somewhat understated," said Mr. H. Secretan, managing director of Manpower. Most companies in the survey saw little change in the number of workers in the next six months. They intended to keep the existing labour force in readiness for an improvement in the spring. This was especially notable in the Midlands and the North-East, where employers thought that redundancies this winter would be on a much larger scale than in recent months.

and permit a "fuller distribution" than might be the case. The threat of low commodity prices we are now in could continue for some time.

Medminster—Mr. J. Delaney: I firmly believe that with our three operations—furniture hire, aviation and warehousing—we are now on a secure base for profit growth.

Wood Barrow Holdings—Mr. J. Wood: We are in a strong position to meet increased demand already apparent from forward contracts on hand.

UNIT TRUSTS

ATLANTIC ASSETS
THE PORTFOLIO valuation of Atlantic Assets, which stands at £10 million to a record £26 million in the year ended June. This growth was achieved without any change in the increased demand already apparent from forward contracts on hand.

Reliance Prop. Fund

BRITISH Life Reliance reports an increase of 8.8 p.c. in the value of its Reliance Property Fund units in the first year of operation. The fund was launched in September 1970. It is about £1 million in size.

APPOINTMENTS

Dalgely (UK)—Mr. G. T. Pryce becomes managing director.
Buck and Hickman—Mr. J. M. Sterling, Mr. P. Ford, and Mr. E. Macphail joined the board.
J. C. H. Wallin, Mr. T. E. Wallin, Mr. N. A. G. Dann, Mr. J. E. C. Trullin, Mr. E. M. Sweeting and Mr. E. M. Bellairs resigned.
William Cook resigned as chairman but remains non-executive director, together with Mr. W. Cass. Mr. Sterling appointed chairman and Mr. Ford executive deputy chairman.

THE QUESTOR COLUMN

Still plenty of heat left in Sears Holdings

By PETER WELHAM and PETER DUFFY



MR. H. VINCENT, chairman of Bovis—£8 million in the housing division's land bank.

SEARS Holdings "A" shares put on 5 1/2p yesterday to 146 1/2, an appreciation of 14 p.c. since the last figures in April. This could be understating the potential. Sears' half-time figures are good—brading profits 12 p.c. ahead at £12.5 million, interest charges 18 p.c. and pre-tax profits up by 18 p.c. to £9.7 million. Down goes the tax charge by 1 1/2 points to 45 p.c. leaving earnings up by a quarter.

It might be too much to expect that order of increase at the year-end. Sears, after all, turns not only about 30 p.c. of its profits in the first half. But the year-end outturn should be very good, nevertheless.

Most of the first half impetus came from the footwear side, with trading profits 26 p.c. up at £4.9 million. Engineering up, 15 p.c. and Sears Industries Inc., up 16.5 p.c., account for another £5.4 million, and the booming motor vehicle side pushed ahead by 70 p.c. to £530,000. By contrast the department stores, hit by the Selfridges re-amp and other re-organisation, saw profits slip by 35 p.c. to £1.1 million, and the jewellery and other interest reported profits 58.5 p.c. lower at £151,000.

starting life in the big business, with a jet in Arctic Canada hardly doing things way. Last week's depmer McKlasey coming from the board way reflect continuing on this topic now, played a significant Bovis's original in General Mining. H. dian side shapes up to Bovis's medium-term in the market.

Bright sky over Hesta

THE STOCK EXCH have done some of a disservice by inst-meaningless half-year from Hestair that se price lower by 5p my reckoning there at least six deals importance since A there can be little they have complet the composition of

For what it's wort to end-April tota which may or may with a loss of 27 same half of 1969; More to the p shape the company ing. On the press the year-end figures will take in a full original Hestair tractor cab one months of Yorkshi (plus another vehic on the stocks), and of Stanhay Ashford, truncated form.

What that adds u to say, but a possi in the £200,000 area likely. With the losses piled up, th will get nothing th on this estimate th 118p are selling at earnings (or 16 tax). That's all right I on with, and Hesta on with it. Two n acquisitions now should add profits £125,000, and the b laid for a bigger fist year basis the group late potential to £500,000—without c anything from dipr eat to produce J cash. Hestair is still an —but it's one which good for an 80 p.c. for our readers sin drew attention to it and there's more to

Bovis rights issue bearing fruit

THE RIGHTS ISSUE at the end of June did Bovis a power of good. Of all the clouds over-hanging the company's stock market performance, the financial weaknesses were always the easiest to size up—and in many ways they acted as a focal point around which other less easily crystallised misgivings could be formulated.

The uneasiness centred on several features—the impression that the group had lost its sense of direction, that the new departures like the Gunnar Mining (now Bovis Corporation project) were ill-conceived in the context of Bovis's past orientation and, above all, that deep divisions had emerged within the top management.

ODDENINO'S PROPERTY AND INVESTMENT COMPANY LIMITED
Highlights from the Chairman's Statement for the year ended 31st March, 1971
\* The turnover was £7,780,000 compared with £7,017,000 last year.
\* The pre-tax profit rose by over 45% and the profit after tax and minority interest rose by over 75%.
\* A 3 1/2 points increase in the dividend for the year, from 16 1/2% to 20% per 25p ordinary share, is recommended.
\* A 1 for 2 bonus issue is proposed.
\* The profits of the Hotel Division are planned to double within six years despite a temporary halt during the current year due to major expenditure on improvements to the White House and the Athenaeum Court Hotel.
\* The possibilities for a continuance of the Company's growth are better than ever before.

Handwritten note: J.P. 11/10/71

صكنا من الامل

Table of stock prices for various companies, including M. & G. GROUP, NATIONAL GROUP, and others.

Table of commodity prices for various goods such as LONDON METAL MARKETS, LONDON COMMODITY MARKETS, and LONDON GRAIN MARKETS.

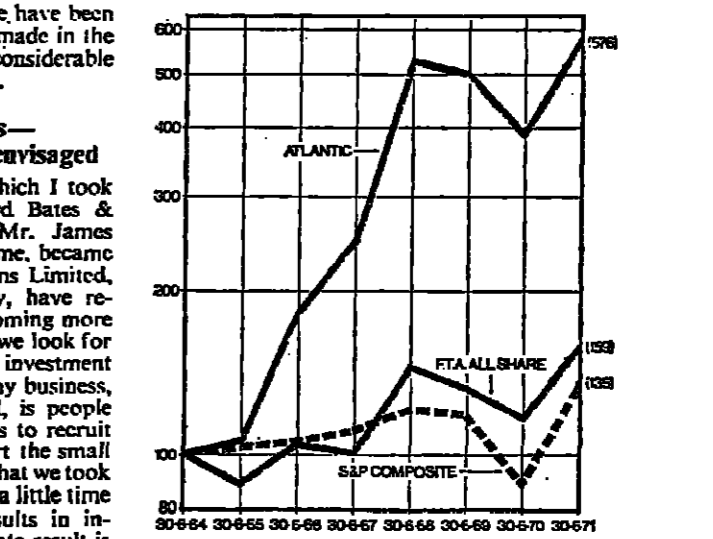
September reserves figures lift pound
STERLING rose to over £2.4800 when the figures for September reserves were announced and closed firm at \$2.4831...

KITSON'S Thermal Insulation Engineers
Material increase in profits anticipated
In his Statement to shareholders of Kitson's Insulations Limited, the Chairman, Mr. F. N. Uppelchurch, reports:

JEFFERSON SMURFIT GROUP LTD
Interim Statement for the half year to 31st July, 1971
A successful half year's trading. Our profits, before tax and after charging Loan Stock Interest for the six months ending 31st July, 1971, were £482,780 compared to £381,062 for the same period last year.

Atlantic Assets Trust Limited
Record Valuation-Total Assets Exceed £26m.
THE FIFTY-NINTH ANNUAL GENERAL MEETING OF ATLANTIC ASSETS TRUST LIMITED will be held on 28th October, 1971 at the registered office of the Company, 1 Charlotte Square, Edinburgh.

GRIPPERODS (HOLDINGS) LTD.
EXTRACTS FROM THE STATEMENT OF MR. JOHN L. COWAN, CHAIRMAN
Turnover up 22½% to £1,193,368. Profits up 24% to £232,428. Exports up substantially. Growth continues satisfactorily.



Summary of Results table showing Total Group Assets, Group Net Assets available for holders of Ordinary Shares, and Total Income before Interest and Expenses for the years ended 30th June 1970 and 30th June 1971.





SITUATIONS VACANT

Continued from Page 22, Col. 2

MANAGEMENT AND EXECUTIVE

ASSISTANT TO GENERAL MANAGER

We are a rapidly growing... Our present expansion... We are looking for a person...

DESIGNERS/DRAFTSMEN

DESIGNERS/DRAFTSMEN

We are leading Designers and Draftsmen for the... We are looking for people...

ELECTRICAL ENGINEERS

ELECTRICAL ENGINEERS

Applications are invited from electrical engineers... We are looking for people...

REINFORCED CONCRETE

REINFORCED CONCRETE

LONDON CROYDON URGENT... We are looking for people...

R & D DYESTUFFS

R & D DYESTUFFS

This is a new opportunity... We are looking for people...

A GROWTH MARKET

A GROWTH MARKET

Technical Representatives... We are looking for people...

A CAREER IN SELLING

A CAREER IN SELLING

Bright, energetic men in the age group 22-40... We are looking for people...

EXPERIENCED QUALIFIED SECRETARY/ACCOUNTANT

Experienced qualified Secretary/Accountant... We are looking for people...

CENTRAL ELECTRICITY TRANSMISSION DIVISION

CENTRAL ELECTRICITY TRANSMISSION DIVISION

Applications are invited for the... We are looking for people...

FREEPORT-BAHAMAS SHIP ENGINEER

FREEPORT-BAHAMAS SHIP ENGINEER

Freeport Power Co. Ltd. urgently requires... We are looking for people...

STRUCTURAL ENGINEERS AND COMPUTERS

STRUCTURAL ENGINEERS AND COMPUTERS

UVE ARUP & Partners... We are looking for people...

A BETTER CAREER

A BETTER CAREER

INDUSTRIAL PAINT FIELD... We are looking for people...

ARMSTRONG'S CORK CO. LTD.

ARMSTRONG'S CORK CO. LTD.

Agents wanted to sell... We are looking for people...

DO IT TODAY

DO IT TODAY

SALES RECRUITMENT & TRAINING MANAGER... We are looking for people...

HIGHER EXECUTIVE OFFICER

Seniorly aged between 35 and 45... We are looking for people...

TELECOMMUNICATIONS ENGINEER

TELECOMMUNICATIONS ENGINEER

Applications are invited for the... We are looking for people...

HEATING/VENTILATING

HEATING/VENTILATING

LONDON & CROYDON... We are looking for people...

INSTRUMENT ENGINEER

INSTRUMENT ENGINEER

Maintenance of computer based... We are looking for people...

A BETTER CAREER

A BETTER CAREER

Planned expansion by 16... We are looking for people...

AN IDEAL OPPORTUNITY

AN IDEAL OPPORTUNITY

with an international... We are looking for people...

PAPUA NEW GUINEA

PAPUA NEW GUINEA

Telecommunications Engineers... We are looking for people...

PERSONAL PARTICULARS

PERSONAL PARTICULARS... We are looking for people...

COMMERCIAL ENGINEER

COMMERCIAL ENGINEER

An opportunity has arisen... We are looking for people...

METHOD STUDY ENGINEER ORTHOPAEDICS

METHOD STUDY ENGINEER ORTHOPAEDICS

BRISTOL BASED... We are looking for people...

TECHNICAL INSTRUCTOR

TECHNICAL INSTRUCTOR

The Technical Service Manager... We are looking for people...

A BETTER CAREER

A BETTER CAREER

For SPECIALITY SALESMEN... We are looking for people...

ARE YOU AIMING AT THE TOP?

ARE YOU AIMING AT THE TOP?

Are YOU GOING TO... We are looking for people...

ASSURANCE CONSULTANTS

ASSURANCE CONSULTANTS

Are you looking for... We are looking for people...

VACANCIES FOR MIDDLE MANAGEMENT

Due to expansion... We are looking for people...

CONSULTING ENGINEERS

CONSULTING ENGINEERS

require... We are looking for people...

P.E.R.A.

P.E.R.A.

The Technical Service Department... We are looking for people...

PRODUCTION ENGINEER

PRODUCTION ENGINEER

The successful applicant will... We are looking for people...

SCIENTISTS AND TECHNOLOGISTS

SCIENTISTS AND TECHNOLOGISTS

"A" LEVEL CHEMIST... We are looking for people...

A 4-LETTER WORD

A 4-LETTER WORD

Liverpool-Grocery... We are looking for people...

ASSIGNMENT '71

ASSIGNMENT '71

We are looking for people... We are looking for people...

ENGINEERS AND DRAFTSMEN

ENGINEERS AND DRAFTSMEN

A BACKLOG... We are looking for people...

CARTOGRAPHIC DRAUGHTSMAN

CARTOGRAPHIC DRAUGHTSMAN

The Civil Service... We are looking for people...

INDUSTRIAL ENGINEER

INDUSTRIAL ENGINEER

The position requires an... We are looking for people...

TEST BAKER

TEST BAKER

Call the Bread and... We are looking for people...

ABOUT £3,500 FIRST YEAR

ABOUT £3,500 FIRST YEAR

Executive Salesmen with... We are looking for people...

CONSUMER SALESMEN

CONSUMER SALESMEN

This is a real chance for... We are looking for people...

NEWMAN APPOINTMENTS

NEWMAN APPOINTMENTS

ABOUT YOUR FUTURE... We are looking for people...

DESIGN OFFICE MANAGER

DESIGN OFFICE MANAGER

South London... We are looking for people...

FLUENT IN ENGLISH

FLUENT IN ENGLISH

Applications are invited... We are looking for people...

PRODUCTION ENGINEER ELECTRONICS SYSTEMS

PRODUCTION ENGINEER ELECTRONICS SYSTEMS

You will need to be able... We are looking for people...

REFRIGERATION TECHNICIAN

REFRIGERATION TECHNICIAN

Applications are invited... We are looking for people...

NEWMAN APPOINTMENTS

NEWMAN APPOINTMENTS

ABOUT YOUR FUTURE... We are looking for people...

CONSUMER SALESMEN

CONSUMER SALESMEN

This is a real chance for... We are looking for people...

Wichita Company Limited

Wichita Company Limited

Manufacturers of the... We are looking for people...

ASSISTANT ENGINEER

ASSISTANT ENGINEER

with sound mechanical... We are looking for people...

DESIGNER

DESIGNER

DESIGNER... We are looking for people...

DESIGNER

DESIGNER

DESIGNER... We are looking for people...

DESIGNER

DESIGNER

DESIGNER... We are looking for people...

DESIGNER

DESIGNER

DESIGNER... We are looking for people...

DESIGNER

DESIGNER

DESIGNER... We are looking for people...

DESIGNER

DESIGNER

DESIGNER... We are looking for people...

SENIOR PROJECT ENGINEER... Laporte Industries Limited... The department is based at Luton...

DO IT TODAY... SALES RECRUITMENT & TRAINING MANAGER... THE JOHN LEWIS PARTNERSHIP... CHIEF ACCOUNTANT'S DEPARTMENT... ASSISTANT ACCOUNTANT... £2,600 p.a.

MAJOR ACCOUNT SALES MAN... HOME AND IMPORTED CANNED GOODS... Donald Cook & Son Ltd. wish to appoint experienced Sales Negotiator... The successful candidate will unquestionably have the following qualifications...

Executive Account Manager... Marine Engineer GLC... We are an internationally well-known Engineering Company... HADEN YOUNG... Project Managers... Haden Young, European leaders in environmental engineering... Mechanical Engineer... Due to reorganisation within our Engineering Department... CONSUMER SALESMEN... NEWMAN APPOINTMENTS... WICHITA COMPANY LIMITED... TECHNICAL SALES ENGINEERS... to cover territories in the North and South of England...

Handwritten notes and signatures at the bottom of the page, including 'John Lewis' and '15/10'.



**ORJECT MEER**

Not a foot in the door. A foot on the ladder.

Taxaco Representative is a man with a future, selling an outstanding range of products and services in the highly competitive retail petroleum market.

In broad terms, he is responsible for the maximum profitable development of his allotted area, and this means total involvement in a diverse and demanding range of activities: retail selling, merchandising, promotions and the selection, installation and development of tenants.

It is a job in which every decision is proven in practice - and a unique opportunity both to prove and improve your business skills.

We are looking for men of 24-30 of positive personality. They should have had a good general education, probably to degree or similar level, and sales experience would certainly be an asset.

Initiative, inventiveness, and above all real business acumen will earn you this job - and the unrivalled opportunities it can lead to with a Company that operates a strict policy of promotion from within. As our sales effort is nationwide, you'll almost certainly be asked to move house, and help with relocation expenses will then be given.

If you are sure that you can meet our requirements, write or phone for an application form to -

**TEXACO**

Personnel Manager,  
The International Growth Company,  
100, Strand, London WC2R 0DT

**APORTE INDUSTRI LIMITED**

14, 5000 Eri 543 or 545

The international growth company

**Marketing Planning Manager**

■ STC is part of I.T.T. The Private Communications Division of STC is one of the fastest growing organisations in its field. This is planned growth; the result of disciplined research and careful product development by a creative marketing team.

■ The Marketing Manager is needed to fill a key vacancy on the marketing planning side - this comprises a team of some 20 professionals working on short and long term strategies, product ranges, research, pricing policy, distribution channels and sales promotion.

■ He must be in every sense a Manager, and looking for rapid career development. The post is based at Footscray, Kent and the usual large company fringe benefits will apply.

■ Please apply in confidence giving brief details and quoting Ref. No. MPM/320/DT to:

**Leslie Coulthard Management**  
Brettenham House, 74 Lancaster Place, London WC2

**Group Financial Controller c.£5,000 p.a.**

An old established and successful industrial Group of companies with turnover in excess of £80 million seeks to appoint a Group Financial Controller. He will be based at the Group's Headquarters in the North-West and will be responsible to the Group Financial Director. The man we seek will have had experience in managing a large accounts department, and be capable of making his mark quickly as a member of an executive management team.

Amongst the main duties envisaged will be:

- Day-to-day running of the Group's centralised accounts department
- Control of debtors
- Control of short and long term finance

Applications are invited from qualified men of high educational standard who should possess the following:

- Membership of the Institute of Chartered Accountants.
- Experience on the management of an E.D.P. department.
- A background in the engineering industry.

Applicants should be between the ages of 35 to 40. The salary, subject to negotiation, will be commensurate with qualifications and experience and will initially be in the region of £5,000 per annum. A contributory pension scheme is in operation and a car will be provided.

Please write to us stating age, current salary and how you meet our Client's requirements, quoting reference GFC/3163/DT on both envelope and letter. No information will be disclosed to our client without permission.

Personnel Selection Division  
2 Ganton St. London SW1H 0GE

**Agency Superintendents**

Old Broad Street Securities Assurance Limited, a member of the United Dominions Trust Group of companies, is about to make key appointments to its agency field force. The immediate vacancy, which is to cover the CITY and WEST END, offers unusually attractive career prospects together with first class salary and conditions of service.

The successful applicant is likely to be in the age range 25 to 30 and will already have proved his ability in the agency field.

You can recognise the potential that this post offers and are convinced that you can match it, write and tell me how.

H. Goshawk, Agency Manager, Old Broad Street Securities Assurance Limited, 39 King Street, London, EC2V 8DT.

Similar regional appointments centred on ANCHESTER and BIRMINGHAM will be made during the next few months. If you are resident one of these areas and would like to apply, you are also invited to write now.

**CITY ENGINEER AND SURVEYOR'S DEPARTMENT**

Appointment of Deputy City Engineer and Surveyor

(24,065-£4,587)

Applications are invited from Chartered Engineers with extensive experience in the control and management of a large technical department and outside labour force.

The Department has been expanded and reorganised during the last 18 months and is currently involved in a substantial capital programme of highway and main drainage works amounting to approximately 30 million pounds to be completed during the next six to seven years.

Applicants should have a good general experience in most branches of municipal engineering. Forms of application and further information can be obtained from the City Engineer and Surveyor, Town Hall, Stoke-on-Trent, and the forms are to be submitted on or before Monday, 15th October, 1971.

L. K. ROBINSON, Town Clerk.

**STOKE**

**Mann Egerton**

invite applications for the position of

**GENERAL SALES MANAGER**

We require two Sales Managers - one for a volume car distributorship and one for a quality car distributorship.

The successful applicants will be 30/40 years of age, already holding Executive Sales positions and earning in the region of £2,500 p.a. They should have proved personal sales records but their primary functions will be to create, exercise and lead a vigorous and effective sales team.

Car and usual fringe benefits.

A splendid opportunity with a progressive company.

Apply, in strict confidence, marking your letter "Personal" to Mr. E. J. Beasley, Regional Managing Director, Mann Egerton (Management) Ltd., 183, New London Road, Chelmsford, CM2 0JQ.

**SPIRELLA GROUP FOUNDATION DIVISION**

**TWILFIT, COURT ROYAL, MADELEINE, FIRST LADY ELLE**

**TERRITORY MANAGERS**

We're expanding fast. We've got new products and exciting ideas. We need territory managers in several areas. We offer the salary, expenses and benefits that go with success - and merchandise benefits that make selling so much easier.

Apply in writing, outlining your career to date to:

The Marketing Director,  
Cross Courtenay Ltd.,  
Personnel Reply Service,  
56, Oxford Street,  
Manchester, M1 6HH.

**Where will your qualifications take you?**



Here are opportunities to travel, widen your experience, and direct your skills towards the needs of developing countries. Opportunities to earn an excellent salary often with considerable tax concessions. Paid leave with free passages. Educational allowances and subsidised housing. In some cases a tax free grant of up to £200 on first appointment and an interest free loan for purchase of a car. Generous gratuity after 2 to 3 years service. Overseas governments and administrations channel a wide variety of such opportunities through the Crown Agents and currently these include:-

**Bahrain ASSISTANT WATER ENGINEER**  
Up to £3,828 + Gratuity  
Required by the State of Bahrain for the day to day running of the engineering side of the Water Department. Duties include design of complete water schemes, preparation of documents, budgeting, surveying, levelling, etc. Candidates, preferably members of the Institution of Water Engineers or equivalent and about 30 years old, should have had five years practical experience in Water Supply. The appointment is for at least two terms of two years each, with the prospect of admission to the permanent and pensionable establishment. There is NO INCOME TAX in Bahrain at present. Gratuity at the rate of one month's salary for each year of service. M2R/71059/D.A.

**Jamaica SENIOR SISTER TUTOR**  
Up to £2,202 + Gratuity  
Required by the Ministry of Health to teach, demonstrate and assist in the development of the School for Dental Auxiliaries. Appointment on contract for 2 1/2 years. Applicants must be qualified Dental Nurses/Auxiliaries with a minimum of one year's experience in tutoring. Gratuity 25% of total earned salary, (normally TAX FREE). M3E/71078/D.A.

**Kenya TELECOMMUNICATIONS ENGINEER**  
Up to £2,718 + Gratuity  
Required by the Police Department for attachment to the Signals Branch. The officer will normally be based at the Provincial Headquarters Workshop although he may be required to undertake extensive safari throughout Kenya. Candidates, 25-35, must have served an approved apprenticeship followed by at least five years' experience in telecommunications engineering. They must hold City and Guilds Certificates or an equivalent qualification and have had experience in two or more of the following:-  
(i) HF transceivers with emphasis on SSB and ISB in fixed, mobile and portable roles.  
(ii) VHF transceivers (AM and FM) used in fixed, mobile and portable roles.  
(iii) Multiplex equipment in VHF and HF bands together with a knowledge of teleprinters.  
(iv) Fixed, mobile and portable equipment in the UHF band.  
(v) Aerial arrays in the HF, VHF and UHF bands.  
Gratuity 25% of total emoluments (45% if leave foregone). M2K/71087/D.A.

**Kenya SENIOR LABORATORY TECHNOLOGIST**  
Up to £3,167 + Gratuity  
Required by the Ministry of Agriculture for one tour of 24 months in the first instance, to supervise the programme and assist with the teaching of students enrolled for the Biological Laboratory Technologists' Course up to a level equivalent to A.I.M.L.T. Applicants not over 50 years of age, must be F.I.M.L.T. in two subjects. Gratuity 25% of total salary drawn. M3E/701002/D.A.

**Malawi SECTIONAL ENGINEER (TELECOMMUNICATIONS)**  
Up to £2,165 + Gratuity  
Required by the Posts and Telecommunications Department for the installation and maintenance of automatic exchanges and subscribers apparatus in the Blantyre area. Candidates, not more than 55 years, must have at least seven years post-training experience at a supervisory level in the above-mentioned duties. Previous overseas experience and the ability to train local staff is essential. Gratuity 25% of total salary drawn. M2K/710418/D.A.

**Zambia DRAUGHTSMAN**  
Up to £2,590 + Gratuity  
Required by the Geological Survey Dept. to prepare maps and display materials. Candidates must have at least five years drawing experience, sound knowledge of topographical draughtsmanship, and some knowledge of map compilation from air photographs. Gratuity 25% of total salary drawn. M3C/691101/D.A.

**Botswana SENIOR TECHNICAL OFFICER (WATER)**  
Up to £2,749 + Gratuity  
Required by the Department of Water Affairs to administer Regional Works Headquarters, this will include planning and operation of township and rural water-supplies, and the direction of mobile borehole maintenance units. Candidates must hold City and Guilds or equivalent in an appropriate subject and have extensive experience in all technical aspects of public water-supply construction, operation and maintenance. Gratuity 25% of total basic salary drawn, (normally TAX FREE). M2R/710854/D.A.

**Botswana GRAPHIC ARTIST**  
Up to £2,749 + Gratuity  
Required by the Department of Agricultural Extension (Information) for one tour of 24-36 months initially. Applicants must have Diplomas in Graphic Arts, and experience in a related field of fine art and silk screen process. Duties include: designing of flip-charts and other visual aids to facilitate efficient communication between field staff and farmers; supervision of silk screen printing equipment; illustrations and typographic layouts for mass produced advisory leaflets; and training field extension staff to produce own visual aids. Gratuity 25% of total earned salary, (normally TAX FREE). M3E/710759/D.A.

**Crown Agents**

Please write for an application form and further information, stating your age, brief details of qualifications and experience and quoting the relevant reference number, to: Crown Agents, 'M' Division, 4 Millbank, London, S.W.1.

**Product Manager**

The rapidly expanding Hospital Supplies Division of an international company requires a first class Product Manager. Reporting directly to the Marketing Manager, he will take total responsibility for the marketing of a range of hospital products.

He will be a man with the disciplined flair of an entrepreneur. He will probably be in his mid 20's or early 30's, preferably a graduate, or holding a recognised marketing qualification. He will have had three years' experience in an aggressive marketing company, and is now keen to take on more responsibility.

We will offer the right man an excellent salary, car, plus all the other usual fringe benefits that one expects from a large company.

Please write giving brief details of education, training and experience to:-

The Personnel Manager,  
G. D. Searle & Co. Ltd.,  
Hospital Supplies Division,  
Lane End Road,  
High Wycombe,  
Tel. High Wycombe 21124.

**SEARLE**  
Research in the Service of Mankind.

**Rotaprint**

has vacant the post of

**COMPANY SECRETARY**

Preferred candidates will be lawyers, but other applicants will be considered.

Applications (marked "Secret") to:-  
Managing Director,  
ROTAPRINT LTD.,  
Roneyot Lane, NWS 9RE.

**KING-SEMCO**

**Sales Engineer**  
(Southern Counties)

Geo. W. King Ltd. is a well established Materials Handling Company and a member of the Tube Investments Group. We are seeking an energetic man to join a vigorous and rapidly expanding new division concerned with the sales and negotiations of Pneumatic Conveying Systems.

Applicants should have proven sales ability with a working knowledge of Pneumatics and the Process Industries. Preferably candidates should be aged between 28 and 35 and be residing in south London or the Southern Counties.

Salary will be negotiable and a company car is provided plus normal fringe benefits.

Please apply in writing, giving details of salary and career to date to Mr. B. Strasser, The Staff Personnel Officer, Geo. W. King, Ltd., Aggie Way, Stevenage, Herts.

**KING**

**EXPERIENCED TECHNICAL SALES ENGINEER**

For London and the Home Counties with proven sales record to cover all E & V sales outlets selling new range of heating products styled for industry.

Realistic basic salary plus commission, expenses, company car and normal fringe benefits.

Applications with full personal details and experience to be addressed in confidence to:

K. E. THOMAS-TANNAIR LLD,  
Castle Estate, Coronation Road, High Wycombe, Bucks. Tel. No. 21861.

**A LIFE ASSURANCE OFFICE**

requires a dependable

**SENIOR GIRL**

minimum age 25 with good shorthand and typing speeds. Supervisory and secretarial duties. Excellent working conditions. Generous lunch vouchers, free pension scheme, good holidays. No Saturdays. Salary according to age and qualifications.

Apply to Ian E. Lloyd, Area Manager, The Equitable Life Assurance Society, 4 Coleman Street, London, EC2A 5PB, Telephone: 686 8611.

**SMART & BROWN LIGHTING LIMITED**  
**SMART & BROWN ENGINEERS LIMITED**

are manufacturing subsidiaries of the Thorn Group and require a

**Chief Planning Engineer**

to assume responsibility for an established Planning Department in the Fittings Production Factory. Applicants must have a comprehensive knowledge of power presses and press brake tooling, be aged between 28 and 40 years, and educated to at least O.N.C. (Mechanical) standard. Experience in Work Study, Plant Layout and cold roll forming within a mass production unit would be an advantage.

Also a

**Chief Work Study Engineer**

to assume responsibility of an established Work Study Department in the Refrigerator Factory. Applicants will be expected to train and motivate a team of Work Study Engineers and be directly involved with the Works Manager in improving productivity and reducing costs. Candidates in their late twenties or thirties, should hold a National Certificate in Engineering, be a member of the I.W.S.P., and currently hold a position of Section Leader in a Work Study Group.

These are interesting senior staff appointments in an expanding environment and salary is negotiable. Housing facilities are available together with removal and relocation expenses.

The site is situated within easy reach of the A.1. (M) Motorway and central to most major towns in the North East. Please apply in writing, giving full career details to date and present salary, to:-

Personnel Manager,  
**THORN ELECTRICAL INDUSTRIES**,  
Trading Estate,  
Spennymore,  
Co. Durham.

**THORN**

**operations research**

Marketing Personnel Services  
c. £3,000 p.a.

Lex Personnel Services, a rapidly expanding group of employment bureaux, requires a young Operations Researcher, man or woman, with at least two years' practical business experience.

The successful applicant will be part of a small, accessible management group, and will report to the Marketing Manager. Simple, practical applications in the areas of advertising response and market research are the immediate need but more sophisticated applications will be encouraged later.

Applicants should be university graduates, aged 23-28, open minded and capable of using OR disciplines wisely. Line management opportunities will be available later.

Salary will be negotiable around £3,000 per annum, non-contributory pension, life assurance and sickness benefit schemes are in operation.

Write briefly, stating qualifications and what you have done, or attempted, in your business experience, to:

J. S. McCullagh, Personnel Manager, Lex Personnel Services, 4th Floor, Avon House, 360/366 Oxford Street, London W1N 9HA.

**Lex Service Group**

**PRESS RELATIONS OFFICER**

EXPERIENCED PRESS MAN OR WOMAN (25-35)

urgently required to join a lively publicity team in an international industrial Company - manufacturers of instrumentation for process control.

Able to initiate and operate a PR programme covering internal and external activities; edit a house journal and provide copy for promotional print.

The Staffing Institute in writing to:  
Applications Manager,  
Foxboro-Yestall Limited,  
Redhill, Surrey, RH1 2HL.

**FOXBORO**

**Project Co-ordinator**

£1,932-£2,457

The duties of this new post will include preparation of networks of schemes in the Council's capital programme, acting as the inter-departmental liaison officer with regard to detailed programming and the monitoring of progress, and assisting with the development and application of multi-project programming and analysis of future resource requirements. Assistance with housing, 100% Removal Expenses.

Further particulars and application forms, returnable by 18th October, 1971, may be obtained from the Chief Executive Officer, Town Hall, Luton, LU1 2BQ.

**COUNTY BOROUGH OF LUTON**

CHARTERED ACCOUNTANT

London, W.1 around £3,400
This is an unusual opportunity for a young chartered accountant with some useful post qualification experience...

YOUNG ACA/ACCA

North London around £2,750
Our client a rapidly expanding major marketing organisation (T/O £75m), is currently reorganising its accounting structure...

ACCA/ICWA STUDENT

Harrow, age 21-26 around £2,200
This new post, as assistant to the Company Secretary of a £2m pharmaceutical company with an excellent working record...

REED EXECUTIVE

LONDON • BIRMINGHAM • MANCHESTER • LEEDS

IC AREA SALES MANAGER (Export) for E.E.C./E.F.T.A.

The Company has many existing relationships in Europe which form an excellent basis for further expansion and provides an exceptional opportunity for the right candidate.

MARKET ANALYST

Motor Industry

Chrysler International are looking for a Senior Market Analyst. The successful candidate should be educated to degree level and must have an understanding of automotive marketing conditions.



DISTRIBUTION MANAGER

Crosfields Farm Foods (S.W.) Ltd. invite applications for the post of Distribution Manager. The company manufactures quality animal foods at a modern mill at Avonmouth...

CROSFIELDS

WORKS MANAGER - FABRICATION

A medium to heavy fabricator who has completed a major development programme, requires an experienced Works Manager.

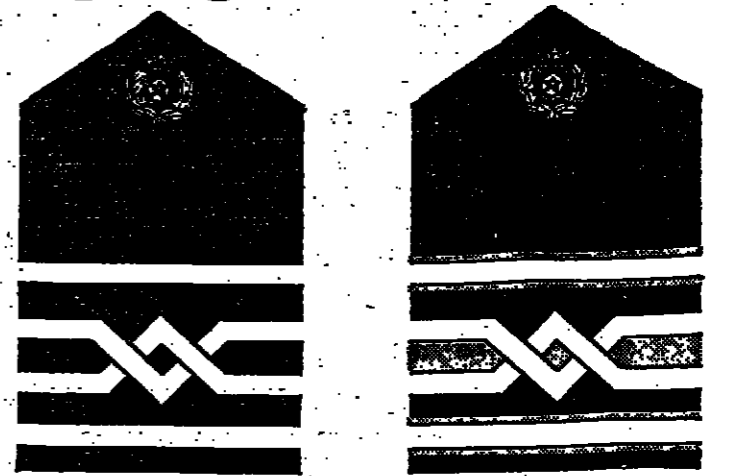
Defence Systems Management Overseas

We still require the following staff for our Defence Systems Management team in the Middle East: Electronic Engineer (Communications) with experience of heavy ground transmitters and receivers...



Please write, giving brief details of experience and qualifications and quoting Ref. DS, to: FIELD AIRCRAFT SERVICES LTD., No 2 Maintenance Area, Heathrow Airport-London, Hounslow, Middx.

Navigating & Engineer Officers



Just anybody won't do.

A great deal is expected of a Texaco Officer. Because he's got a great deal coming. Which is why you may find that joining Texaco isn't too easy.

TEXACO Texaco Overseas Tankship Ltd.

1 Knightsbridge Green, London SW1.



Managed House Supervisor

Truman's Brewery have a vacancy in their Managed House operation for a Trade Supervisor. Some experience in supervision of both wet and catering trade would be an asset.

Applications in writing, which will be treated as confidential, giving career history to date, should be addressed to:

The Staff Administrator, Truman's Brewery, 91 Brick Lane, London E.1.

Sales Manager Zambia c. £5000

The Company: A major manufacturer and distributor of electrical wire and cable who are part of an international group, having one of the most modern plants in Africa.

Management Personnel

Write or telephone MIKE WARREN

Management Accountant

Required by Tunnel Refineries Ltd. The Management Accountant will report direct to the Senior Financial Executive and will be responsible for the operation of the present standard costing system, product costs, budgets, monthly accounts and control reports, project evaluation, investigations, etc.

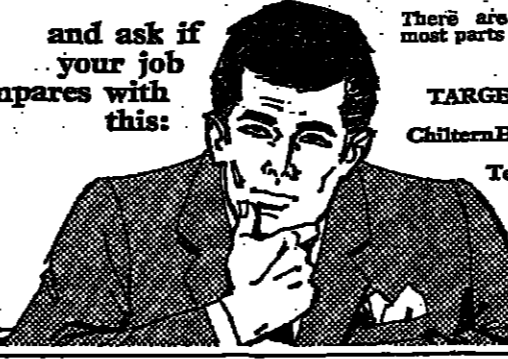
Marketing Executive Ethical/Proprietary Pharmaceuticals

A Marketing Executive is required to play a major part in the preparation and control of marketing plans and budgets for a group of assigned products for both Home and Overseas Markets.



have a board meeting with yourself

and ask if your job compares with this:



- Basic salary £1,176 p.a. (potential average, with commission, £4,000+)
Car allowance
3 week's holiday
Ereos-pension and life assurance scheme
Good promotional prospects
Initial intensive training on full pay
Selling experience is not essential

Now see if you are good enough to be considered: Intelligent, Ambitious, Over 25-45

If you believe that you could make the grade with one of Britain's most successful unit trust companies and earn yourself a good standard of living, then first send yourself to us by writing - giving details of your career - in order that an interview can be arranged.

There are openings now in most parts of the country. Sales Manager TARGET UNIT TRUST GROUP, Chiltern House, Oxford Road, Aylesbury, Bucks. Tel: Aylesbury 5941.

WORKS MANAGER - FABRICATION

A medium to heavy fabricator who has completed a major development programme, requires an experienced Works Manager.

GOVERNMENT OF NORTHERN IRELAND

FOOD CHEMIST

Applications are invited for a permanent and pensionable research and teaching post in the Chemical and Animal Nutrition Research Division of the Ministry of Agriculture.

SALES REPRESENTATIVE

Due to the sudden death of our representative, our expanding national company, marketing domestic products through hardware, grocery and allied outlets requires the services of a high calibre salesman.

DRILLING ENGINEERS

World Wide Offshore Drilling Company requires experienced Drilling Engineers for training for positions as Drilling Superintendents and/or Operational Managers.

SALESMEN

An interesting and varied career opportunity in selling is offered by H Bulmer Limited, brand leaders in the fast growing cider market, to two high calibre salesmen in BRISTOL and DERBYSHIRE.

NORRIS

require the following Permanent Staff for Head Office as result of expansion in Overseas Contracts: ASSISTANT AIR CONDITIONING ENGINEERS

Insolvencies Assistant Managers From £3,250

We require more assistant managers for our Insolvency Department. Candidates should be working in, or have had experience in this field, either in the profession or outside.

TOOL STEEL REPRESENTATIVE LONDON AREA

We invite applications from tool steel representatives to represent us in an area East and South of London, including Kent.

METALIFE MOLECULAR BELZONA

How often have YOU thought? "How can I build a business without investing capital?"

Lodge Cottrell Buell SENIOR SALES ENGINEER

As leading specialists in Gas Cleaning, Dust Collecting and Materials Drying and Handling Plants, we are looking for a Senior Sales Engineer to handle our complete range of products in the Midlands and Southern Counties.

Technical Sales Representative Pumps

We are seeking an experienced engineer to sell the Company's range of Pumps to Heating and Industrial clients in the South London area and Southern Counties of England.

A LIFE ASSURANCE OFFICE

requires a SHORTHAND TYPIST age 17-19 with minimum shorthand and typing speeds 100 and 40 w.p.m. respectively to work for 2 1/2 people (not in a typing pool).





OFFICIAL APPOINTMENTS

Table with columns: Post No., Appointment, Vacancies, Salary Range. Includes Senior Section Engineer (Roads), Section Engineer (Roads), Senior Engineer (Bridges), Assistant Engineer (Roads), Assistant Engineer (Bridges), Senior Technician (Roads), Senior Technician (Bridges), Technician (Bridges).

The following permanent staff are required at the County Sub-Unit, Guildford. The Sub-Unit work involves the design and construction of 75 miles of motorways...

SITUATIONS VACANT

Continued from Page 24, Col. 6

REPRESENTATIVES
LANSUMER CREDIT COMPANY
REPRESENTATIVES to sell credit cards...

KEY ACCOUNTS SALES SUPERVISOR
A new vacancy of an international sales supervisor...

DAY TIME SELLING
Direct sales rep. this is for a large £200 on commission...

DOUBLE GLAZING REPRESENTATIVES
Alcon Double Glazing Products Ltd. is seeking representatives...

MARKING PAPER MANUFACTURER
A good starting salary, commensurate with experience...

DO THESE ADD UP TO A SELLING CAREER
Training in a thorough and wide range of products...

NATIONAL ACCOUNT EXECS.—GROCERY
Opportunity to start at £2,000 per annum in a new and exciting role...

NAVAN CARPETS (SALES) LIMITED
Homecarpet Sales Representative
Large carpet sales representative...

OUTSTANDING OPPORTUNITY
FULL-TIME PART-TIME
To supplement your income...

PLANNED CAREERS FOR SALES TRAINEES
Our Client, one of the largest companies in the U.K. is looking for...

EXPANDED INTERNATIONAL
M.N.I. in various countries
M.N.I. is a leading international...

EXPORT SALES OPPORTUNITY
Our established firm is seeking a sales representative...

PRINTING REPRESENTATIVE
General order, no and no other orders...

RETAIL SALESMAN
We require a Retail Salesman to sell our products...

GENERAL COMMERCIAL AND SALES TRAINING
We are seeking a person with a minimum of 10 years experience...

COACH COMMISSION OFFERED
Representatives selling coaching services...

KEY ACCOUNTS SALESMAN
Key Account Sales Representative
Key Account Sales Representative...

MAHLEY LIMITED RETAIL REPRESENTATIVE
To sell Mahley products to departmental stores...

TRAINERS SALES EXECUTIVE
Around £1,800 plus car
For Post Co. Ltd. managers...

STATISTICAL CLERK
You are ready to be responsible for the production of statistical reports...

STATISTICAL CLERK
You are ready to be responsible for the production of statistical reports...

TECHNICAL SALES REPRESENTATIVE
REPRESENTATIVE for South London
REPRESENTATIVE for South London...

TRUCK AND VAN SALES REPRESENTATIVE
Responsible for recruitment of sales staff...

RUSSELL KIRBY LIMITED
Manufacturers of high quality road signs...

UNIT LINKED ASSURANCE FIELD MANAGERS
Responsible for recruitment of sales staff...

CLASSIFIED ADVERTISING SALESMAN
Young man with ability to sell classified advertising...

SALES REPRESENTATIVE
Preferably with experience in the asbestos and/or electrical industry...

SALES REPRESENTATIVES
Metal Co. Ltd. require two experienced sales representatives...

SALES REPRESENTATIVE
We are seeking a sales representative for our products...

YOUNG REPS
£2,000 neg. + car
Leading dynamic company in the consumer goods industry...

SELOTTAPE PRODUCTS LTD. CONSUMER SALESMAN
Maple outlets are the strongest in the country...

LONDON EASTERN AND PART NORTHERN POSTAL DISTRICTS
Maple outlets are the strongest in the country...

PRINTING AND JOURNALISM
AMBITIOUS GRADUATE, male or female...

PRINTING ASSISTANT
We are seeking a printing assistant for our business...

APPOINTMENTS FOR WOMEN
ABLE ACCOUNTS CLERK
Female required by Company...

REK LANDS
SHELLOTTAPE HOUSE
5488 HIGH STREET
MIDDEX
HAY VER.

TECHNICAL SALES REPRESENTATIVE
With previous experience in the electrical industry...

SWITPLAN LIMITED
A member of the International Group of Companies...

GREEN BIRD HOME IN EGGERS
Green Bird Home in Eggers is seeking a sales representative...

STATISTICAL CLERK
You are ready to be responsible for the production of statistical reports...

STATISTICAL CLERK
You are ready to be responsible for the production of statistical reports...

STATISTICAL CLERK
You are ready to be responsible for the production of statistical reports...

BOOKKEEPER/CASHIER
Responsible for the day to day running of the accounts...

BI-LINGUAL SECRETARY
A senior manager with a fluently spoken French...

ENGLISH/GERMAN SECRETARY
Responsible for the day to day running of the accounts...

FINANCIAL TIMES
We are seeking a financial times representative...

TELEPHONE ADVISORY SERVICE
A new expanding service in the telephone industry...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

LEGAL SECRETARY
If you have experience in the legal profession...

SHOPS AND STORES
Cheesman of Lewisham
ASSISTANT GENERAL MANAGER

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

PERSON SECRETARY
Responsible for the day to day running of the accounts...

National Health Service INNER LONDON
EXECUTIVE OFFICER 1 GRADE
Ophthalmic Department
The Inner London Executive Council invites applications...

SOUTHWARK
Department of Architecture and Planning
Applications are invited for the appointment in the Property Division of SENIOR ASSISTANT VALUER
Salary: £3,500 to £3,900

UNIVERSITIES, COLLEGES, ETC.
University of Salford
Department of Mechanical Engineering
M.Sc. IN ENGINEERING DESIGN

SURREY EDUCATION COMMITTEE
GUILDFORD COUNTY TECHNICAL COLLEGE
DEPARTMENT OF SCIENCE AND ELECTROTECHNOLOGY
SENIOR LECTURER

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

GOVERNMENT DEPARTMENT
EDUCATIONAL PSYCHOLOGIST
Applications should be made to the Director of Education...

PROJECT ENGINEER MAIN DRAINAGE
Applications should be made to the Director of Public Works...

UNIVERSITIES, COLLEGES, ETC.
University of Salford
Department of Mechanical Engineering
M.Sc. IN ENGINEERING DESIGN

SURREY EDUCATION COMMITTEE
GUILDFORD COUNTY TECHNICAL COLLEGE
DEPARTMENT OF SCIENCE AND ELECTROTECHNOLOGY
SENIOR LECTURER

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

GOVERNMENT DEPARTMENT
EDUCATIONAL PSYCHOLOGIST
Applications should be made to the Director of Education...

PROJECT ENGINEER MAIN DRAINAGE
Applications should be made to the Director of Public Works...

UNIVERSITIES, COLLEGES, ETC.
University of Salford
Department of Mechanical Engineering
M.Sc. IN ENGINEERING DESIGN

SURREY EDUCATION COMMITTEE
GUILDFORD COUNTY TECHNICAL COLLEGE
DEPARTMENT OF SCIENCE AND ELECTROTECHNOLOGY
SENIOR LECTURER

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

GOVERNMENT DEPARTMENT
EDUCATIONAL PSYCHOLOGIST
Applications should be made to the Director of Education...

PROJECT ENGINEER MAIN DRAINAGE
Applications should be made to the Director of Public Works...

UNIVERSITIES, COLLEGES, ETC.
University of Salford
Department of Mechanical Engineering
M.Sc. IN ENGINEERING DESIGN

SURREY EDUCATION COMMITTEE
GUILDFORD COUNTY TECHNICAL COLLEGE
DEPARTMENT OF SCIENCE AND ELECTROTECHNOLOGY
SENIOR LECTURER

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

GOVERNMENT DEPARTMENT
EDUCATIONAL PSYCHOLOGIST
Applications should be made to the Director of Education...

PROJECT ENGINEER MAIN DRAINAGE
Applications should be made to the Director of Public Works...

UNIVERSITIES, COLLEGES, ETC.
University of Salford
Department of Mechanical Engineering
M.Sc. IN ENGINEERING DESIGN

SURREY EDUCATION COMMITTEE
GUILDFORD COUNTY TECHNICAL COLLEGE
DEPARTMENT OF SCIENCE AND ELECTROTECHNOLOGY
SENIOR LECTURER

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

LOCAL GOVERNMENT
LONDON BUREAU OF TRAINING
ENGINEERING ASSISTANTS—TRAFFIC

GOVERNMENT DEPARTMENT
EDUCATIONAL PSYCHOLOGIST
Applications should be made to the Director of Education...

PROJECT ENGINEER MAIN DRAINAGE
Applications should be made to the Director of Public Works...



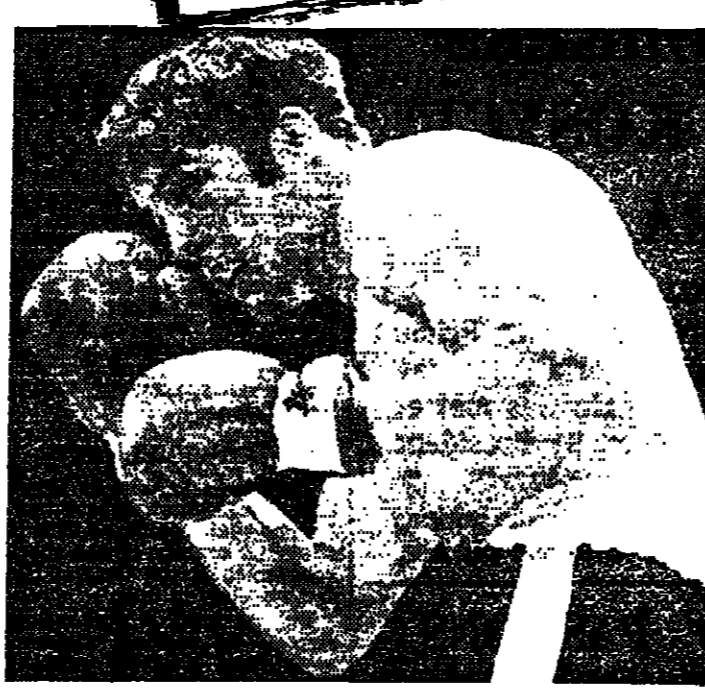


BB REFUSES TO ENGLAND'S QUALITY LIST

By JOHN REASON in Singapore... Evans and Chris Wardlow will not be able to play again on England's tour of the West Indies...

McHarg on selectors' bench

By RUPERT CHERRY... British Lions are not the only players who have to take a rest from a surfeit of rugby...



Mark Rowe... who aims to re-establish himself in the world middleweight rankings if he defeats Tom Bethea tonight.

Resolute Rowe can defeat Bethea

By TERRY GODWIN... Tom Bethea, the experienced and capable American who employed counter-punching guile to outpoint Mark Rowe...

Sobers to captain World XI

GARY SOBERS, West Indies captain and all-rounder, leads the World cricket team to tour Australia later this year...

MAURY IN COMMAND

By A Special Correspondent... The French champion, Serge Maury, from Bordeaux, won the second race in the Finn Gold Cup series...

East Rugby DOOLEY LOYAL TO FORMER CLUB

MICHAEL NIMMO... Dooley, who played for the club for 12 years, has decided to remain loyal to his former club...

County championships averages

Table showing batting and bowling averages for various counties including Sussex and Somerset.

Trainer's plan

Bill Chevalier, Rowe's trainer, has therefore issued far different instructions tonight, and Chevalier will be genuinely surprised if the referee's scoring this time will be needed.

OTHER SPORT TODAY

- List of other sports events including tennis, football, and horse racing.

Advertisement for Ingmar Bergman's 'The Touch' featuring Elliott Gould, Bibi Andersson, and Max von Sydow.

TODAY'S TELEVISION

- Television schedule for Channel 1, Channel 2, and London, including programs like 'Man Alive', 'The Archway Theatre', and 'The Philanthropist'.

RICHARD LAST'S CHOICE

Twelve months ago two 'Man Alive' reporters, Harold Williamson and Jim Douglas Henry, each spent a week with two ordinary Belfast families...

Opera and Ballet

- Opera and ballet performances including 'The Goodbye Song' and 'Carmen'.

Theatres, Cinemas, Art Galleries

- Extensive list of theatre, cinema, and art gallery listings across various districts.

ENTERTAINMENTS

- Entertainment listings including 'The Philanthropist', 'The Rules of the Game', and 'The National Health'.

